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ABSTRACT

Entrepreneurship has been one of the major issues in rural education. This annotated bibliography is a guide to theoretical material and to more recent empirical work on entrepreneurs in different economic climates. The material was gathered to enable rural development strategists who want to promote local independent business development to build a knowledge base by using literature specifically on rural entrepreneurs. Research on entrepreneurship has changed during the past 250 years, since the concept was born in economic theory. The focus has shifted from the characteristics of individual entrepreneurs to the current emphasis on the contributions of entrepreneurship to economic development. While descriptive studies abound, the cited literature contains few empirical studies of rural entrepreneurship that test economic theories. Also, few researchers approach the analysis from a national perspective. Most report only local case studies. Another gap in the literature concerns the characteristics of new businesses in rural areas. The bibliography is organized into four chapters, which are: (1) Definition of the Entrepreneur, 119 citations; (2) Stages of an Entrepreneurial Business, 48 citations; (3) Environments Favorable to Entrepreneurship, 26 citations; and (4) Entrepreneurship as a Development Strategy, 96 citations. Each entry contains bibliographical information and an annotation. Comprehensive sources, periodical and additional citations without annotations are listed. The material is also indexed by author and subject. This bibliography is produced by extensive computer and manual search of pertinent literature. It includes substantial historical material as early as 1730 as well as current works. (TES)

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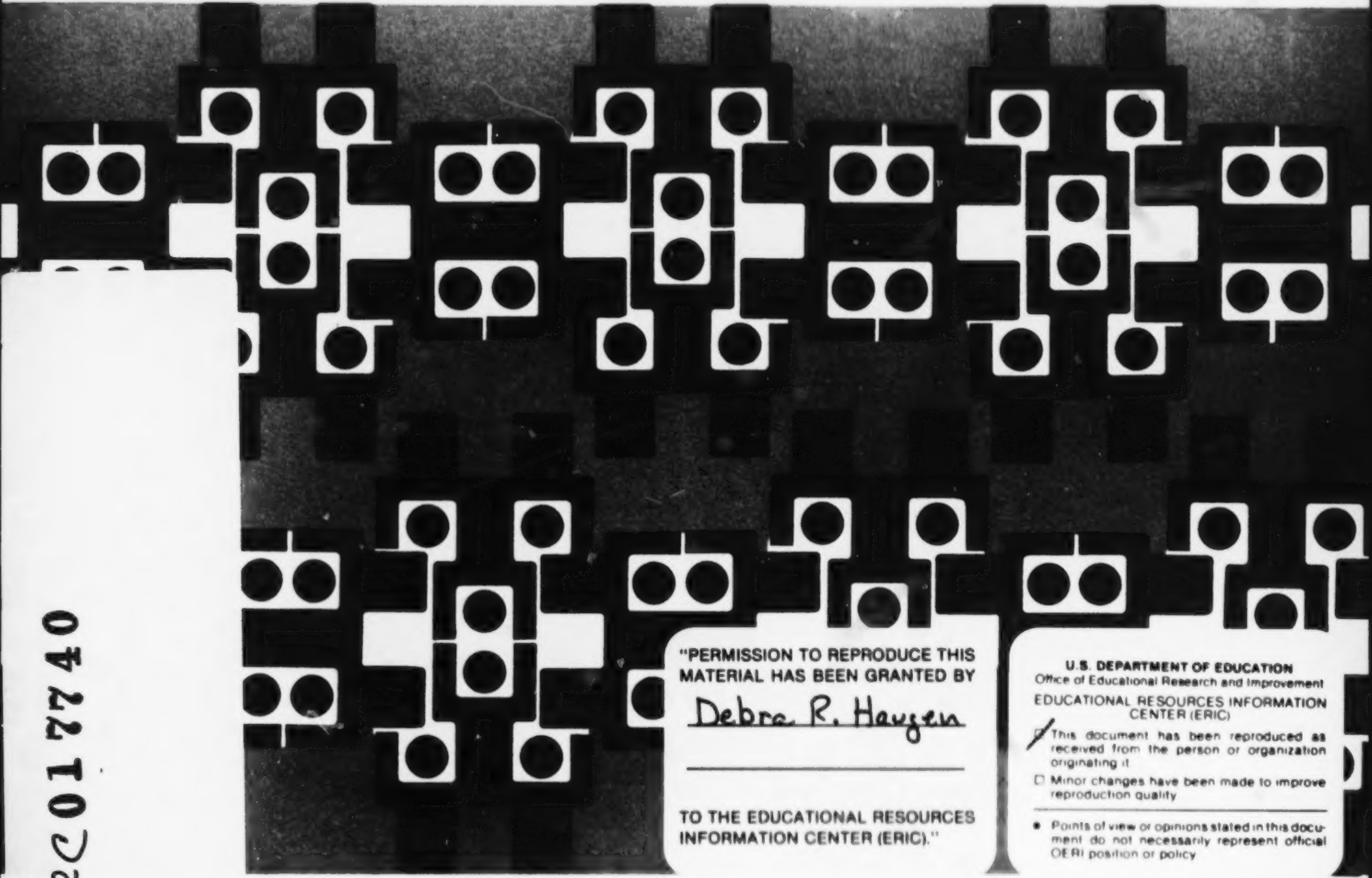
Entrepreneurship Theories and Their Use in Rural Development

An Annotated Bibliography

Martha Frederick
Celeste A. Long



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Abstract

Research on entrepreneurship has changed over the 250 years since the concept was born in economic theory. The focus changed from the characteristics of an individual entrepreneur to the current emphasis on the contributions of entrepreneurship to economic development. This bibliography is a guide to theoretical material and to more recent empirical work on entrepreneurs in different economic climates. By using background references and the literature specifically on rural entrepreneurs cited here, rural development strategists can build a foundation of knowledge for use in their efforts to promote local independent business development.

Keywords: Bibliography, entrepreneurship, rural economic development, small business

Preface

This report is part of a research project entitled "Entrepreneurship: Assessment of Its Potential as a Rural Development Strategy," funded by the Economic Development Administration, U.S. Department of Commerce.

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Entrepreneurship Theories and Their Use in Rural Development

An Annotated Bibliography

Martha Frederick
Celeste A. Long*

Introduction

After an unprecedented decade of surprisingly rapid employment and population growth, rural areas in the 1980's are once again struggling economically. Many rural areas are now growing slowly and a significant number of them are losing jobs and population through outmigration. Rural areas are looking for new ways to create jobs and wealth. Some are turning to indigenous development: the creation and retention of small, locally owned, independent businesses. As a result, interest in rural entrepreneurship has been increasing in recent years. Yet, little is known about the subject. The purpose of this bibliography is to provide a solid and systematic foundation of knowledge that could help policymakers, community planners, and researchers assess entrepreneurship as a rural development strategy.

Scope

To give a comprehensive view of entrepreneurship, this bibliography contains references to general research as well as to works on rural entrepreneurship in particular. We found that relatively little has been written specifically on rural entrepreneurship. Because of this and because rural entrepreneurship has much in common with entrepreneurship in general, we have included many writings without a rural focus. Most of the citations concern U.S. entrepreneurship, although we have included some citations on studies relating to less developed countries because they seem relevant to the situation in U.S. rural areas. The bibliography is interdisciplinary and eclectic; it brings together literature from such fields as economics, geography, planning, psychology, public administration, and sociology.

We originally planned to include only recent research on rural entrepreneurship. But, we quickly encountered a major difficulty: the terms "entrepreneur" and "entrepreneurship" are ambiguous in the recent literature. The terms are defined and used in several ways. This prompted us to seek the origins of the terms in economic theory, leading us back to the "Essai sur la Nature du Commerce en Général" by Richard Cantillon, written about 1730. Because of the importance of the definition problem, we also added other theoretical works by such original thinkers as J.B. Say, J.A. Schumpeter, and Israel Kirzner. These historical works enable the reader to better understand the concept of entrepreneurship and the entrepreneur's role in society, to see the evolution of the concept, and to trace the change in the focus of the literature from the individual entrepreneur to the role of entrepreneurship in economic development.

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*Martha Frederick is a geographer and Celeste A. Long is a former agricultural economist in the Agriculture and Rural Economy Division, Economic Research Service, U.S. Department of Agriculture.

Some kinds of writings were purposefully excluded from this compilation. The bibliography does not contain articles from the popular press. Nor does it include any of the numerous "how-to" books or texts which tell how to be successful in business or how to start one's own business. Lastly, it does not contain biographies or case studies of successful or famous entrepreneurs.

Methodology

We used several approaches to find the works included in the bibliography. First, we searched indexes of pertinent professional journals and Government documents. We read and used works referenced in articles and books already chosen for inclusion. A computerized bibliographic search turned up additional writings. Also, we solicited titles of relevant works from other cooperators in the Economic Development Administration entrepreneurship research project and other researchers interested in entrepreneurship and rural development.

We have taken care to include works that are readily available to readers of the bibliography. When necessary, we have given the addresses of the periodicals and publishers to aid readers in obtaining them.

Since entrepreneurship continues to be a popular topic, much additional work has become available since we did our final annotations. Therefore, some good works on entrepreneurship that have just recently become available may be unavoidably missing from the bibliography.

Organization

We classified the literature into four subject categories. Our first topic, definition of the entrepreneur, is subdivided into theoretical works and those that look at entrepreneurs in practice. Other subject categories contain literature on business formations, environments suited to entrepreneurship, and opportunities for incorporating entrepreneurship into economic development strategies.

Within these subject categories, we arranged the citations from earliest publications to most recent ones. This chronological order emphasizes the historical evolution of entrepreneurship research.

Following the lists of references within the four subject headings, we listed comprehensive volumes that cover a wide range of topics, periodicals useful to researchers studying entrepreneurship, and other sources that we have not annotated.

To make the bibliography more convenient to use, we have included author and subject indexes. The author index lists all of the authors or editors of the annotated works alphabetically by their last name. The subject index is arranged alphabetically by keywords or phrases found within the annotations. The keywords or phrases are sometimes quite specific, such as the name of a particular community development agency. Sometimes the keywords or phrases are broader in scope, referring to a topic such as "community development corporations." Crossreferences also are provided to assist readers. All of the indexes refer to citation numbers, not page numbers.

Findings

The focus of the literature on entrepreneurship has changed over the years from study of an individual entrepreneur to research on the contributions entrepreneurship makes to development. Reading the research in chronological order makes the changes of focus clear.

Evolution of Entrepreneurship Theory

The earliest studies from the 18th and 19th centuries concentrated on defining entrepreneurs and their role in economic systems. Entrepreneurs were considered central figures in market economies and were thought to be as important as capitalists. Entrepreneurs were generally defined as those persons who employed factors of production and who profited as a result. Much early discussion centered on whether entrepreneurs were born or made. Were their skills innate or could people be trained to be entrepreneurs? Though this issue continues to be discussed today, consensus now is that at least some entrepreneurial skills can be taught.

Early 20th century writings narrowed the definition of entrepreneurs as innovators who develop new and better ways of production and marketing. The question of risk taking first appeared in the literature during this era. Many considered entrepreneurs to be risk takers; others thought the capitalists who funded entrepreneurs to be the risk takers. According to Schumpeter, a major authority on entrepreneurs in this time, risk taking was not a function of entrepreneurs. The issue of risk taking continues in more recent studies. Studies that assess the characteristics of entrepreneurs usually test for a risk-taking propensity. The controversy over risk taking seems to be lessening now, yielding general agreement that entrepreneurs are not the risk takers even though they may have risk-taking propensities.

Later in the 20th century, entrepreneurship research moved out of the realm of economics and into an interdisciplinary sphere. McClelland in the early 1960's studied psychological traits of entrepreneurs in different cultures. His work ushered in a wave of research on not only psychological but also demographic and socioeconomic characteristics of entrepreneurs. Recent studies of this type test for the characteristics of minority, women, and rural entrepreneurs.

In the late 1960's, the scope of entrepreneurial research broadened to include issues such as how entrepreneurs operate and their effect on the economy. While the research continued to pinpoint who entrepreneurs are, it also started to define entrepreneurship. New themes were the neglect of entrepreneurship in economic theory, entrepreneurship as a process, and the entrepreneurial act or event. Starting a new business became the operational definition of the entrepreneurial event. Shapero was a major researcher and writer on the entrepreneurship process. He described the role of entrepreneurship at local and regional levels. Shapero also explained how starting new businesses resulted in economic development and thus tied entrepreneurship to economic development.

By the late 1970's, researchers consistently linked entrepreneurship with economic development. Birch shifted the focus to small business in particular when he claimed that 66 percent of total jobs generated between 1960 and 1975 were in firms of 20 or fewer employees. The importance of small firms in job generation has become a popular topic since. Birch also pioneered the use of national data sets on business establishments based on their size and age. Recent research on new small businesses studies their size, age, location, industry sector, and ownership patterns.

Entrepreneurship has become a popular research topic in the 1980's. Current work is a logical outgrowth of earlier research. Since earlier research determined that some entrepreneurial skills can be taught, some recent research concentrated on entrepreneurial training programs. While earlier research focused on the characteristics of entrepreneurs as a group, recent research looked at the traits of various types of entrepreneurs, such as minorities or women. While earlier research described entrepreneurship as change or innovation, recent research defined creation of a new firm as the entrepreneurial event. Earlier research established small businesses as entrepreneurial and important to economic growth and development, and recent research expanded to focus on issues pertaining to small business development. These issues include environments favorable to small businesses, government policies to promote entrepreneurship, programs to encourage small business formations, sources of small business financing, and new forms of businesses, such as incubators (shared services and facilities to nurture new businesses), public-private partnerships, and community development corporations.

The early definition of the entrepreneur as the agent of change or the person who employed factors of production and profited as a result has been lost. Today, we use the term entrepreneur as a synonym for a person who starts or operates a new small business. The definition of entrepreneurship has changed from a process of innovation to the founding of a new business.

Applications to Rural Development

Studying entrepreneurship in specific settings has led to a new focus on rural entrepreneurship. Works on rural entrepreneurship point out the disadvantages of rural environments for small business activity. Some studies discuss ways in which rural areas can be made more attractive for small business, including descriptions of successful rural entrepreneurship programs.

Efforts to improve the economic climate for small businesses in rural areas may take time to show results. Entrepreneurship is neither a "quick fix" for rural economic development nor a panacea. Rather, programs to foster rural entrepreneurship are likely to be most effective in conjunction with other development strategies.

What the rural entrepreneurship literature does not yet cover also is quite revealing. Little has been written on the level of rural entrepreneurial activity, defined either as small independent businesses or new business formations. Little also exists on the growth potential and survivability of entrepreneurial businesses in rural communities. As a result of gaps in the research, we have scant information on the costs and benefits of programs designed to encourage rural entrepreneurship.

While descriptive studies and surveys abound, the literature contains few empirical studies of rural entrepreneurship that test theories. Few researchers approach the analysis from a national perspective. Most do only local case studies.

Another gap in the literature concerns the characteristics of new businesses in rural areas. The kinds of jobs they create in terms of pay, opportunity for workers to improve their skills, and stability are not known. Also, it is unclear what proportion of the emerging small business sector in rural areas serves only the local area or exports some of its output. Export-based small businesses have greater potential for expanding community employment both locally and in the areas receiving the exports. Finally, the ability of new rural businesses to survive and grow is unknown.

Such information is needed. Gaps in our understanding of rural entrepreneurship may result in ineffective and inappropriate programs and policies. Thus, a knowledge base that is as complete as possible is vital to rural America. To that end, we offer this bibliography.

Definition of the Entrepreneur

The literature reveals disagreements on how to define the entrepreneur. The views of theoreticians differ from the views of empirical researchers. Empirical researchers attempt to define who the entrepreneur is in practice.

Definitions in Theory

1730

1. Cantillon, Richard. Essai sur la Nature du Commerce en Général, (An Essay on the Nature of Business in General), circa 1730. Edited and translated by Henry Higgs. London: Frank Cass, 1959.

   Cantillon describes the emerging market economy in 18th century France. The entrepreneur is the central figure. This work is often cited as the first economic treatise to employ the word "entrepreneur."

1834

2. Say, Jean Baptiste. A Treatise on Political Economy or The Production, Distribution, and Consumption of Wealth. Sixth edition. Translated by C.R. Prinsep. New York: Sentry Press, 1834.

   Say describes the political economy by categorizing economic activity by occupation. These occupations are landed proprietor, devotee of science, capitalist, master agent or adventurer, and laborer. He describes the type of reimbursement for each type of labor and its role in the overall economy. Master agent or adventurer are the English translations for entrepreneur.

1888

3. Walker, Francis A. Political Economy. Third edition. New York: Holt, Henry, 1888.

   In this political economics text, Walker defines entrepreneurs as individuals who employ factors of production and profit from them.

1904

4. Carver, Thomas Nixon. The Distribution of Wealth. New York: Macmillan, 1904.

Carver equates the businessperson with the entrepreneur in his discussion of the nature of profits, wages, and interest. The businessperson or entrepreneur is primarily the individual who assumes risk to obtain wealth.

1907

5. Hawley, Frederick Barnard. Enterprise and the Productive Process. New York: G.P. Putnam's Sons, 1907.

Hawley presents a theory of economic productivity from the viewpoint of the entrepreneur. He claims that the entrepreneur can be incorporated into economic theory because of changes in the credit system that allow a clearer distinction between the capitalist and the entrepreneur.

1921

6. Knight, Frank H. Risk, Uncertainty and Profit. Boston, MA: Riverside Press, 1921.

Knight uses a new approach to integrate the element of risk and uncertainty into economic thought. The entrepreneur is portrayed as a risk taker who profits by taking chances. Unlike remunerations received by other factors of production, the profits of the entrepreneur are not necessarily proportionate to the amount of risk taken.

1934

7. Schumpeter, Joseph Alois. The Theory of Economic Development. Cambridge, MA: Harvard University Press, 1934.

Schumpeter defines economic development as the "...changes in economic life as are not forced upon it from without but arise by its own initiative, from within." The central figure in economic development is the entrepreneur who carries out new combinations that drastically change the point of market equilibrium. Schumpeter also discusses the entrepreneur's personal characteristics, economic function, source of profits, and motivation.

1942

8. ____________. Capitalism, Socialism, and Democracy: Can Capitalism Survive? New York: Harper and Brothers, 1942.

Schumpeter develops a theory that predicts the eventual demise of capitalism and the elimination of the entrepreneurial role. The functions of the entrepreneur are to reform the patterns of production by exploiting inventions or new technologies in the production of commodities, to open up new sources of materials and new outlets for products, and to reorganize industry. As a result of these activities, new businesses are formed and old ones die. Capitalism results from the activity of entrepreneurs. This is what Schumpeter calls the process of "Creative Destruction." The entrepreneurial function is eventually reduced to routine operations, and bureaus and committees replace individual action.

1943

9. Sweezy, Paul M. "Professor Schumpeter's Theory of Innovation," Review of Economic Statistics, Vol. 23, No. 1, 1943, pp. 93-6.

Sweezy incorporates surpluses and accumulation of wealth into Schumpeter's theory of circular flow. He concludes that these contribute as much to innovation as does Schumpeter's entrepreneur.

1944

10. Stauss, James H. "The Entrepreneur: The Firm," Journal of Political Economy, Vol. 52, 1944, pp. 112-27.

In contrast to traditional definitions, Stauss says that the firm is the entrepreneur. He explains the nature of the firm, the significance of its decisionmaking organization, and the people who make the firm work.

1946

11. Cole, Arthur H. "An Approach to the Study of Entrepreneurship: A Tribute to Edwin F. Gay," Journal of Economic History, Supplement VI, The Tasks of Economic History, 1946, pp. 1-15. Reprinted in: Explorations in Enterprise. Ed. Hugh G.J. Aitken. Cambridge, MA: Harvard University Press, 1965, pp. 30-44.

Cole reviews the evolution of the definition of the entrepreneur and incorporates this knowledge into a logical and systematic framework that may be useful in economic analysis.

1947

12. Schumpeter, Joseph Alois. "The Creative Response in Economic History," Journal of Economic History, Nov. 1947, pp. 149-59. Reprinted in: Essays on Economic Topics of J.A. Schumpeter. Ed. Richard V. Clemence. Port Washington, NY: Kennikat Press, 1951, pp. 216-26.

Schumpeter contrasts the creative response with the adaptive response to change. The entrepreneur is seen as the source of the creative response, which results in permanent, unpredictable social and economic changes.

1949

13. Cole, Arthur H. "Entrepreneurship and Entrepreneurial History: The Institutional Setting," Change and the Entrepreneur: Postulates and Patterns for Entrepreneurial History, Research Center in Entrepreneurial History, Cambridge, MA: Harvard University Press, 1949, pp. 85-107.

Cole examines the entrepreneurial roles of individuals in different institutions. He focuses on two groups of individuals: those who have initiated, managed, and directed charitable bodies, religious sects, and social organizations, and those who are responsible for innovation, management, and adaptation to external conditions.

14. Jenks, Leland H. "Role Structure of Entrepreneurial Personality," Change and the Entrepreneur: Postulates and Patterns for Entrepreneurial History, Cambridge, MA: Harvard University Press, 1949, pp. 108-52.

Jenks defines a business unit as an institutional system made up of entrepreneurial and nonentrepreneurial roles. He defines two types of entrepreneurial roles, the owner-manager and the business executive. Both types are motivated by social rather than psychological factors.

15. Schumpeter, Joseph Alois. "Economic Theory and Entrepreneurial History," Change and the Entrepreneur: Postulates and Patterns for Entrepreneurial History, Cambridge, MA: Harvard University Press, 1949, pp. 108-152. Reprinted in: Explorations in Enterprise. Ed. Hugh G.J. Aitken. Cambridge, MA: Harvard University Press, 1965, pp. 45-64.

Schumpeter reviews economic literature on entrepreneurship, economic progress, and evolution of enterprise. He uses this information to support his views on the function and occurrence of entrepreneurship.

16. Von Mises, Ludwig. Human Action: A Treatise on Human Action. New Haven: Yale University Press, 1949.

Von Mises uses praxeology, the general theory of human action, to object to the assumptions in economic theory of perfect information and rationality. The behavior of individuals determines economic activity, and the entrepreneur plays an important role in the market economy because people are not omniscient. Von Mises also addresses the role of the entrepreneur in centrally planned economies.

1950

17. Jenks, Leland H. "Approaches to Entrepreneurial Personality," Explorations in Entrepreneurial History, Vol. 2, Jan. 1950, pp. 91-9. Reprinted in: Explorations in Enterprise. Ed. Hugh G.J. Aitken. Cambridge, MA: Harvard University Press, 1965, pp. 81-92.

Jenks discusses the neglect of personality characteristics in the economic analysis of the entrepreneur's contribution to historical change. Although Jenks examines several approaches, he concentrates on role theory and its use in determining the probable economic behavior of the entrepreneur.

1953

18. Kuznets, Simon. "Schumpeter's Business Cycles," Economic Change: Selected Essays in Business Cycle, National Income, and Economic Growth. New York: W.W. Norton, 1953.

Kuznets describes the relationship between the distribution of entrepreneurial ability and economic cycles.

1956

19. Carlin, Edward A. "Schumpeter's Constructed Type - The Entrepreneur," Kyklos, Vol. 9, 1956, pp. 27-43.

Carlin compares and contrasts Schumpeter's entrepreneur with Max Weber's charismatic leader. He sees Schumpeter's entrepreneurs as a subgroup of Weber's leaders and suggests that Schumpeter's entrepreneurial construct can be improved by incorporating certain elements of Weber's theory.

1957

20. Baran, Paul A. The Political Economy of Growth. New York: Monthly Review Press, 1957.

Baran contests previous theories that concentrate on the entrepreneur as a central figure in economic development.

1961

21. McClelland, David. The Achieving Society. Princeton, NJ: D. Van Nostrand, 1961.

McClelland, a behavioral psychologist, examines personality characteristics of an entrepreneur. These characteristics include moderate risk-taking propensity, decisiveness, responsibility, knowledge of the results of decisions, anticipation of possibilities, and organizational skills. Using quantitative methods, McClelland tests several cultural groups for the presence of these traits. The author also presents the concept of need-achievement, the desire to do well to attain an inner feeling of personal accomplishment.

1962

22. Singh Laumas, Prem. "Schumpeter's Theory of Economic Development and Underdeveloped Countries," Quarterly Journal of Economics, Vol. 76, 1962, pp. 653-9.

Singh Laumas discusses Schumpeter's theory of economic development with respect to underdeveloped countries. He examines the government's role in creating an environment conducive to entrepreneurial growth, the availability of financing for entrepreneurial enterprises, and the size of the innovation relative to its role in development.

1963

23. Easterbrook, W.T. "The Entrepreneurial Function in Relation to Technological and Economic Change," Industrialization and Society. Eds. B.F. Hoselitz and W.E. Moore. Paris: UNESCO-MOUTON, 1963, pp. 57-70.

Easterbrook presents two concepts to define technological progress as a primary source of historical change. The first concept includes the entrepreneurial function, strategies of investment, and uncertainty responses. The second concept also has three parts: security zones or centers of investment, subsequent interaction of these centers and their margins, and patterns of persistence and transformation resulting from this interaction. He uses entrepreneurship as the focus for studying the interrelationships among the elements of each concept.

1968

24. Baumol, William J. "Entrepreneurship in Economic Theory," American Economic Review, Vol. 58, No. 2, May 1968, pp. 64-71.

Baumol discusses the absence of entrepreneurship in models of economic development and the difficulty of integrating theory with policies. He concludes by saying that the strategic choices and attitudes of the entrepreneur cannot be analyzed in detail. Despite this barrier to thorough research on the motivations of entrepreneurs, ways to encourage entrepreneurs must be studied and integrated into policies.

25. Cole, Arthur H. "The Entrepreneur--Introductory Remarks," American Economic Review, Vol. 58, No. 2, May 1968, pp. 60-3.

In his introductory remarks to the 1968 American Economic Association meetings, Cole gives a historical perspective for the economic study of entrepreneurship. He provides a general description of entrepreneurs and their role in economic growth.

26. Gerschenkron, Alexander. "The Modernization of Entrepreneurship," Continuity in History and Other Essays. Cambridge, MA: Belknap Press, 1968, pp. 128-39.

Gerschenkron recounts the historical role of the entrepreneur and the development of entrepreneurship theories from the Middle Ages through the Age of Industrialization.

27. Leibenstein, Harvey. "Entrepreneurship and Development," American Economic Review, Vol. 58, No. 2, May 1968, pp. 72-83.

Leibenstein expands on the Schumpeterian view of the entrepreneur as a market facilitator or "gap filler." He attempts to incorporate this role into economic theory by evaluating the theory's underlying assumptions and acknowledging the existence of market imperfections. He suggests that entrepreneurial activity can be encouraged by making changes in the "motivational state" of an area, removing market impediments, and providing training.

28. Soltow, James. "The Entrepreneur in Economic History," American Economic Review, Vol. 58, No. 2, May 1968, pp. 84-92.

Soltow presents a comprehensive overview of historical approaches to entrepreneurship. He focuses on the history of and contributions made by the Harvard Research Center in Entrepreneurial History. He ends by admitting that, despite these contributions, no comprehensive theory of the entrepreneurial role in economic development exists.

1973

29. Kirzner, Israel M. Competition and Entrepreneurship. Chicago: The University of Chicago Press, 1973.

Kirzner develops a market and price theory that incorporates the entrepreneur. He covers market process versus market equilibrium, competition and monopoly, selling costs, quantity, and welfare and coordination.

30. Vanneman, Reeve D. "Dominance and Achievement in Entrepreneurial Personalities," *Micro Aspects of Development*. Ed. Eliezer B. Ayal. New York: Praeger, 1973.

Vanneman goes beyond McClelland's work in *The Achieving Society* and evaluates more recent work in psychology, which may help typify entrepreneurial personalities. He presents case studies from developed and less developed countries and discusses the relationship between the personal motivations described in need-achievement theory and entrepreneurial behavior. (See entry #21.)

1974

31. McNulty, Paul J. "On Firm Size and Innovation in the Schumpeterian System," *Journal of Economic Issues, Notes and Communications*, Vol. 8, No. 3, Sept. 1974, pp. 627-32.

McNulty challenges the long-held interpretation of the Schumpeterian hypothesis that innovation is more likely to occur in large firms with substantial market power because they have both greater incentive and more ample resources for research and development. He offers proof that Schumpeter emphasized the entrepreneur and the newness of the firm rather than firm size.

1978

32. Leibenstein, Harvey. *General X-Efficiency Theory and Economic Development*. New York: Oxford University Press, Inc., 1978.

Leibenstein gives a comprehensive explanation of his X-efficiency theory, which says entrepreneurs are not necessarily unique and heroic persons and allows for increasing the numbers of entrepreneurs through entrepreneurial training. He examines economic development, surplus agricultural labor, migration, urban unemployment, population growth, and fertility within the X-efficiency construct.

1979

33. Harwood, Edwin. "The Entrepreneurial Renaissance and Its Promoters," *Society*, Vol. 16, No. 3, Mar./Apr. 1979, pp. 27-31.

Harwood examines the state of American businesses and entrepreneurs. He compares current conditions to Schumpeter's prediction of the internalization of the entrepreneurial function into large corporations.

34. Kirzner, Israel M. *Perception, Opportunity, and Profit: Studies in the Theory of Entrepreneurship*. Chicago: The University of Chicago Press, 1979.

This compilation of papers addresses theories of capital and interest, the topic of property, the role of the entrepreneur, and profit.

35. Pridavka, Gary M. "Entrepreneur: Undefined or Ill-Defined," *The Michigan Academician*, Vol. 12, No. 2, 1979, pp. 167-74.

Pridavka reviews the development of the definition of entrepreneur and identifies four separate schools of thought.

36. Quinn, James B. "Technological Innovation, Entrepreneurship, and Strategy," Sloan Management Review, Spring 1979, pp. 19-30.

Quinn defines entrepreneurship as "creating and introducing original solutions for new or already identified needs." He contends that the innovation process has been hampered by the growth of large institutions and firms and makes suggestions for encouraging innovation within large firms.

1980

37. Calvo, Guillermo A., and Stanislaw Wellisz. "Technology, Entrepreneurs and Firm Size," The Quarterly Journal of Economics, Vol. XCV, No. 4, Dec. 1980, pp. 663-77.

Calvo and Wellisz develop a model which relates the availability of entrepreneurial talent to the size of firms. Entrepreneurial talent is defined as the ability to acquire and apply technical knowledge.

38. DeCarlo, James F., and Paul R. Lyons. "Toward a Contingency Theory of Entrepreneurship," Journal of Small Business Management, Vol. 18, No. 5, July 1980, pp. 37-42.

The authors hypothesize that the activity and behavior required to start a business yields great personal satisfaction to the entrepreneur. As the business grows and stabilizes, running it becomes less satisfying. This might partly explain the high failure rate of new businesses and why successful entrepreneurs often continue to start new businesses. The authors discuss this hypothesis in light of current literature and note the distinction between requirements of a successful startup and the continued healthy growth of a business.

39. Kanbur, S.M. "A Note on Risk Taking, Entrepreneurship, and Schumpeter," History of Political Economy, Vol. 12, No. 4, 1980, pp. 489-98.

Kanbur notes that most economists have overlooked that taking risks is not a function of the Schumpeterian entrepreneur. He proposes two interpretations of Schumpeter's nonrisk-taking entrepreneur and compares them with the risk-taking entrepreneurs of Cantillon and Knight. (See entries #1, #6, and #7.)

40. Powell, J.D., and C.F. Bimmerle. "A Model of Entrepreneurship: Moving Towards Precision and Complexity," Journal of Small Business Management, Vol. 18, No. 1, Jan. 1980, pp. 33-6.

Powell and Bimmerle review the entrepreneurial process using a flow diagram. Their model accounts for the complexity of the decisionmaking process which precedes an entrepreneurial venture. The decisionmaking process is divided into three parts: entrepreneurial descriptors, precipitating factors, and venture-specific factors.

1981

41. Naisbitt, John. "The New Economic and Political Order of the 1980's," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 56-65.

Naisbitt pinpoints 10 emerging U.S. trends he feels will be important in the future. Among these is the emergence of an information society which will depend greatly upon the ability of entrepreneurs to use the renewable and self-generating resources indicative of an information society.

1982

42. Brockhaus, Robert H., Sr. "The Psychology of the Entrepreneur," Encyclopedia of Entrepreneurship. Eds. Calvin A. Kent, and others. Englewood Cliffs, NJ: Prentice-Hall, 1982, pp. 39-71.

Brockhaus reviews literature pertaining to the psychological makeup of the entrepreneur, including descriptive and theoretical works on McClelland's need-achievement theory. He also discusses locus-of-control (perceived source of a person's power to control, either internal or external), role models, personality traits, personal experiences, values, displacement, and dissatisfaction with work experiences. (See entry #21.)

43. Casson, Mark. The Entrepreneur. Totowa, NJ: Barnes and Noble, 1982.

Casson defines the entrepreneur as someone who exercises judgment to determine the best way to allocate scarce economic resources, such as capital and labor. The entrepreneur is not the capitalist who bears the risk, but rather is the one being paid to make business decisions. Thus, Casson feels, a culture that stresses individuality instead of conformity encourages entrepreneurs who can make independent judgments.

44. Gilad, Benjamin. "On Encouraging Entrepreneurship: An Interdisciplinary Approach," Journal of Behavioral Economics, Vol. 11, Summer 1982, pp. 132-63.

Gilad attempts to reconcile the psychological and economic approaches to the study of entrepreneurship. He finds merit in both disciplines and suggests an interdisciplinary approach to studying entrepreneurship.

45. Harwood, Edwin. "The Sociology of Entrepreneurship," Encyclopedia of Entrepreneurship. Ed. Calvin A. Kent. Englewood Cliffs, NJ: Prentice-Hall, 1982, pp. 91-8.

Harwood begins with a review of definitions of the entrepreneur and touches on the interrelationships among risk, profit, and innovation as they relate to the role of the entrepreneur. He discusses the creation of "artificial entrepreneurs," which results from the "professionalization of entrepreneurship" through educational programs. These programs turn out students who don the name of entrepreneur before entering the marketplace to test a new venture.

46. Hebert, Robert F., and Albert Link. The Entrepreneur: Mainstream Views and Radical Concepts. New York: Praeger, 1982.

This text provides a comprehensive overview of entrepreneurship from the development of economic theory to success stories of modern entrepreneurs. Central to this discussion is the relationship between the entrepreneur and economic activity.

47. Kirzner, Israel M. "The Theory of Entrepreneurship in Economic Growth," Encyclopedia of Entrepreneurship. Eds. Calvin A. Kent, and others. Englewood Cliffs, NJ: Prentice-Hall, 1982, pp. 272-6.

Kirzner contends that the obsession theoretical economists have with equilibrium has resulted in the omission of the entrepreneur from economic theory since the entrepreneur creates disequilibrium. He examines the profit motive as the force behind the entrepreneur.

48. Schiming, Richard C. "Two Views of the Future of the Entrepreneur," Akron Business and Economic Review, Vol. 13, No. 2, Summer 1982, pp. 22-5.

Schiming provides a takeoff on Schumpeter's prediction of the demise of capitalism and the entrepreneur. He offers several indicators to measure the current status of the entrepreneur in the American economy. (See entry #8.)

1983

49. Arrow, Kenneth J. "Innovation in Large and Small Firms," Entrepreneurship. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 15-28.

Arrow develops a simple model of the innovation process that differentiates between the types of innovations implemented by individuals and innovations implemented by different sized firms. Because of the control structures of firms, less costly and more original innovations occur in small firms and more costly and less radical innovations occur in large firms.

50. Backman, Jules. "Entrepreneurship: An Overview," Entrepreneurship and the Outlook for America. Ed. Jules Backman. New York: The Free Press, 1983, pp. 1-24.

Backman portrays the entrepreneur as an individual capable of recognizing a need and coordinating the personnel, materials, and capital to meet that need. He makes this characterization after a brief survey of the literature. He then comments on the role of the entrepreneur in creating economic growth, increasing productivity, generating innovation, and financing new enterprises.

51. Baumol, William J. "Toward Operational Models of Entrepreneurship," Entrepreneurship. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 29-48.

The author develops a preliminary model that incorporates entrepreneurship into economic theory. He stresses the forces affecting the supply of entrepreneurship and the entrepreneur's role in economic growth.

52. Churchill, Neil C. "Entrepreneurs and Their Enterprises: A Stage Model," *Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 1-22.

Churchill adds three pre-startup stages involving the entrepreneur to the five stages of business development that had been identified previously in the literature. He goes on to point out the personal qualities of the entrepreneur which are most helpful or harmful in each step of the business development process.

53. Demsetz, Harold. "The Neglect of the Entrepreneur," *Entrepreneurship*. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 271-80.

Demsetz puts the exclusion of the entrepreneur from economic theory into perspective by discussing the evolution of economic theories over time. He discusses the confusion between the roles of the capitalist owner and the entrepreneur.

54. Fellner, William. "Entrepreneurship in Economic Theory: The 'Scientific Method' and Vicarious Introspection," *Entrepreneurship and the Outlook for America*. Ed. Jules Backman. New York: The Free Press, 1983, pp. 25-53.

Fellner compares and contrasts two approaches to entrepreneurship research. The first is the scientific method which tries to be exact like natural science research. The second is descriptive realism, in which the merits of a construct depend completely on the predictive performance of the hypothesis. He proposes a third approach that incorporates elements of both.

55. Kurz, Mordecai. "Entrepreneurial Activity in a Complex Economy," *Entrepreneurship*. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 291-300.

Kurz examines the dispute over the entrepreneur's role as a risk bearer. He theorizes that the risk-taking propensity varies over the lifetime of an entrepreneur. He relates firm size, public policy, and fear of bankruptcy to the degree of risk assumed by the entrepreneur.

56. Rosen, Sherwin. "Economics and Entrepreneurs," *Entrepreneurship*. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 301-10.

Rosen contends that the definition problem of entrepreneurship results partly from the absence of entrepreneurs in economic theory. He examines market theory in this light and concludes that it is easier to study the entrepreneurs' past than to predict their future.

57. Shapiro, Harold N. "Entrepreneurial Concepts, Definitions, and Model Formulations," *Entrepreneurship*. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 75-99.

Shapiro contends that entrepreneurship is hard to analyze because its function and motivations are embedded in our economic, social, political, and cultural framework. He develops an idealized model in order to clarify the elements involved in entrepreneurial activity. These elements include the magnitude of the change attempted by the entrepreneur, its cost and risks, and its outcome.

1984

58. Duffy, Paula B., and Howard H. Stevenson. "Entrepreneurship and Self-Employment: Understanding the Distinctions," Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984, pp. 461-77.

The authors assert that it is inappropriate to equate entrepreneurship with self-employment and that research should not use business startups as a proxy for entrepreneurship. Their conclusion is based on a survey of Harvard MBA graduates from 1943-78. Of the MBA's who considered themselves entrepreneurs, only half were self-employed. This article brings out the discrepancy between an individual's perception of oneself as an entrepreneur and a researcher's definition of an entrepreneur.

59. Gatewood, Elizabeth, Frank Hoy, and Charles Spindler. "Functionalist vs. Conflict Theories: Entrepreneurship Disrupts the Power Structure in a Small Southern Community," Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984, pp. 265-79.

Following a discussion of the functionalist and conflict models of community power, the authors test the models in a small Georgia community which had used public funds for the successful promotion of new entrepreneurial businesses. The authors find the town to be an example of the conflict model. They conclude that most entrepreneurial activity is likely to occur under conditions described by the conflict model of community power.

60. Kent, Calvin A. "The Rediscovery of the Entrepreneur," The Environment for Entrepreneurship. Ed. Calvin A. Kent. Englewood Cliffs, NJ: Prentice-Hall, 1984, pp. 1-19.

Kent traces the role of the entrepreneur in economic theory from Cantillon through Kirzner. After explaining the concepts of the entrepreneurial event, process, and environment, he discusses entrepreneurship's major contributions to economic growth, job creation, innovation, community development, and integration of minorities into the economic mainstream.

61. Kirzner, Israel M. "The Entrepreneurial Process," The Environment for Entrepreneurship. Ed. Calvin A. Kent. Englewood Cliffs, NJ: Prentice-Hall, 1984, pp. 41-58. Reprinted in: Kirzner, Israel. Discovery and the Capitalistic Process. Chicago: University of Chicago Press, 1985, pp. 68-92.

Kirzner elaborates on the element of discovery in the entrepreneurial process and its role in economic growth and development. He contrasts this to traditional microeconomic theory which excludes the process of discovery. Discovery is central to the entrepreneurial activities of arbitrage, speculation, and innovation. In the short run, these activities result in a more efficient allocation of resources, while in the long run, they contribute to economic growth and development. Within this framework, Kirzner relates an approach to policy that will encourage the entrepreneur's alertness to opportunities and enhance the climate for entrepreneurship.

62. Shapero, Albert. "The Entrepreneurial Event," The Environment for Entrepreneurship. Ed. Calvin A. Kent. Englewood Cliffs, NJ: Prentice-Hall, 1984, pp. 21-40.

Shapero defines the entrepreneurial event as a business startup which demonstrates initiative, coordination of resources, and assumption of risk. The entrepreneurial event is influenced by social, economic, political, and cultural variables, as well as by the frequency of other entrepreneurial ventures.

1985

63. Drucker, Peter F. "The Discipline of Innovation," Harvard Business Review, Vol. 63, No. 3, May/June 1985, pp. 67-72.

Drucker strongly advocates that innovation is a required element of entrepreneurial activity. He defines innovation as "the effort to create purposeful, focused change in an enterprise's economic or social potential." Using this definition, he discusses the source of and principles ruling innovation. Entrepreneurship is defined as a management style which consists of the practice of systematic innovation.

64. Kirzner, Israel M. Discovery and the Capitalist Process. Chicago: University of Chicago Press, 1985.

In this collection of essays, Kirzner defines market capitalism as an ongoing process of creative discovery. The entrepreneurial process is seen as a "spontaneous, orderly process of undeliberate learning." Essay topics include the nature of entrepreneurship in markets, the discovery process, entrepreneurial activity and uncertainty, development and capitalistic growth as part of the entrepreneurial process of creative discovery, and the implications of taxation and regulation on the discovery process.

65. Swain, Frank S. "The New Entrepreneur: An Old Answer for Today's Marketplace," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference, Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 400-8.

Swain sees the small business owner as the source of stability and employment growth for the 1980's. He contends that small businesses are particularly innovative and dynamic and that they efficiently mobilize society's resources.

1986

66. Abbetti, Pier A., and Robert W. Stuart. "Entrepreneurship and Technology Transfer: Key Factors in the Innovation Process," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 181-210.

The authors describe and diagram the interrelationships among innovation, technology transfer, and entrepreneurship. They give detailed examples of the processes involved in these interrelationships.

67. Booth, Douglas. "Long Waves and Uneven Regional Growth," Southern Economic Journal, Vol. 53, No. 2, Oct. 1986, pp. 448-60.

Booth explains the industrial life cycle as a long wave which includes four stages of growth: initial incubation, rapid growth or the flexible and entrepreneurial phase, a managerial phase of management and production, and a slowing in growth or a decline due to competition from newer industries. He relates this to Schumpeter's Creative Destruction Model (see entry #8) and provides historical evidence of regional long-wave development. He presents results from a regression model that relates unionization, the labor market, local taxation, per capita defense procurement expenditures, and other variables to the rate of incorporation of new businesses. The regression explains about half of the variation. The most explanatory variables are percentage population change and a dummy variable of location in the eastern end of the industrial belt.

68. Brockhaus, Robert H., Sr., and Pamela S. Horwitz. "The Psychology of the Entrepreneur," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 25-48.

The authors review the psychological traits of an entrepreneur. These include propensity to assume risk, innovativeness, need for achievement, internal locus-of-control, and problem-solving ability. In addition, they relate entrepreneurship to demographic factors and previous lifetime experiences of the entrepreneurs.

69. Casrud, Alan L., Kenneth W. Olm, and George G. Eddy. "Entrepreneurship: Research in Quest of a Paradigm," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 367-78.

The authors critique current operational definitions of entrepreneurship. They emphasize the importance of systematic empirical research and propose a multidimensional model with which to study entrepreneurship. The model uses the interaction of macro- and micro-organizational variables to evaluate entrepreneurial success.

70. Churchill, Neil C., and Virginia L. Lewis. "Entrepreneurship Research: Directions and Methods," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 333-65.

The authors categorize entrepreneurship literature based on the topic, objective, methodology, and focus of the research. Research topics and methodology vary greatly, while objectives tend to focus on either improving economic theory or improving the practice of entrepreneurship.

71. Leonard, Jonathan S. "On the Size Distribution of Employment and Establishments," National Bureau of Economic Research Working Paper, Series No. 1951, June 1986.

Leonard argues that recent studies which show that small establishments contribute disproportionately to employment growth are misleading for two reasons. They mistake regression to the mean for structural shifts in the size distribution of establishments and for an aging effect within cohorts.

72. O'Farrell, P.N. "Entrepreneurship and Regional Development: Some Conceptual Issues," Regional Studies, Vol. 20, No. 6, 1986, pp. 565-74.

O'Farrell discusses the development of the definition of entrepreneurship and focuses on the "entrepreneurial act," which is when an individual behaves in an innovative way under uncertain conditions. He contends that the entrepreneurial act avoids the confusion over who performs the entrepreneurial function: the entrepreneur or the capitalist. He distinguishes between the entrepreneurial and the capitalistic functions and between entrepreneurship and arbitrage.

1987

73. Casson, Mark. "Entrepreneur," The New Palgrave: A Dictionary of Economics. Eds. John Eatwell, and others. New York: The Stockton Press, Vol. 4, 1987, pp. 151-53.

Casson presents a brief review of the word "entrepreneur" and its usage in economic theory. He describes two views of the entrepreneur: the entrepreneur as the agent of change in an economy and the entrepreneur as the responder to change. He discusses the compatibility of these two views and defines the entrepreneur as an allocator of scarce resources.

74. Etzioni, Amitai. "Entrepreneurship, Adaptation and Legitimation: A MacroBehavioral Perspective," Journal of Economic Behavior and Organization, Vol. 8, No. 2, June 1987, pp. 175-89.

Etzioni builds on the work of Easterbrook, Gilad, and Kirzner in his discussion of the societal function of the entrepreneur. (See entries #23, #44, and #47.) He sees entrepreneurship as an adaptive process by which obsolete societal patterns of organization and modes of production are changed or replaced. The incidence of the adaptive process is affected by the level of legitimation of entrepreneurial activities by society.

75. Leibenstein, Harvey. "Entrepreneurship, Entrepreneurial Training, and X-Efficiency Theory," Journal of Economic Behavior, Vol. 8, No. 2, June 1987, pp. 191-205.

Leibenstein integrates entrepreneurship into microeconomic theory using X-efficiency theory. (See entry #32.) His work is based on findings from a lesser known work by McClelland and Winter entitled Motivating Economic Achievement. Both works support the contention that potential entrepreneurs can be selected and trained.

Definitions in Practice

1964

76. Pickle, Hal B. *An Evaluation of Personal Characteristics of Successful Small Business Managers*. Small Business Research Series, No. 4. U.S. Small Business Administration, 1964.

    Using a sample of 100 small business managers in Texas, Pickle attempts to identify the characteristics related to successful business operation. He finds that proficiency in human relations, communications, thinking ability, technical knowledge, and a strong desire to perform relate to the managers' business success.

1968

77. Papanek, Gustav F. "The Development of Entrepreneurship." *American Economic Review*, Vol. 58, No. 2, May 1968, pp. 46-58.

    Papanek tests the hypothesis that all industrialists are entrepreneurs in the Schumpeterian sense (see entries #7 and #8). He uses 250 lengthy interviews from a random stratified sample of Pakistani industrialists. He finds industrial entrepreneurs are primarily motivated by money and they are not a distinct personality type. He cautions that his findings are unique to Pakistan and may not hold true in other countries.

1971

78. Hornaday, John A., and John Aboud. "Characteristics of Successful Entrepreneurs," *Personnel Psychology*, Vol. 24, No. 2, Summer 1971, pp. 141-52.

    Distinctions between entrepreneurs of different races are due to socioeconomic factors and not to innate entrepreneurial talent. Hornaday and Aboud interviewed 60 entrepreneurs to reach this conclusion. Measurements were made using three standardized tests: the Kuder Occupational Interest Survey, Form DD; Gordon's Survey of Interpersonal Values; and the Edwards Personality Preference Scale.

79. Hundal, P.S. "A Study of Entrepreneurial Motivation: Comparison of Fast- and Slow-Progressing Small Scale Industrial Entrepreneurs in Punjab, India," *Journal of Applied Psychology*, Vol. 55, No. 4, 1971, pp. 317-23.

    Why do some small businesses grow rapidly while others lag behind? Hundal finds that aspirations, achievement motivation, and tendencies to invest are associated with entrepreneurs whose small industries progress quickly. Entrepreneurs associated with slower paced growth tend to hoard and be optimistic. Hundal's sample consists of 184 small-scale industrial entrepreneurs in Punjab, India.

1975

80. Baumback, Clifford M., and Joseph R. Mancuso (eds.). *Entrepreneurship and Venture Management*. Englewood Cliffs, NJ: Prentice-Hall, 1975.

    This collection of essays covers a broad range of the business life of the entrepreneur. The essays discuss the definition of [illegible] entrepreneur, the idea stage, startup problems, venture financing, growth and maturity crises, the impossible transition, and entrepreneurial philosophies.

1976

81. Deeks, John. *The Small Firm Owner-Manager: Entrepreneurial Behavior and Management Practice*. New York: Praeger, 1976.

This comprehensive text covers the economics and psychology of the entrepreneur, as well as traces the representation of the entrepreneur in fictional literature. The author presents research findings on small firms in the United Kingdom and suggests possible social and economic policies that would benefit small businesses.

1977

82. Hosmer, LaRue, Arnold C. Cooper, and Karl H. Vesper. *The Entrepreneurial Function: Text and Cases on Smaller Firms*. Englewood Cliffs, NJ: Prentice-Hall, 1977.

Through the use of case studies, this book illustrates the functions of entrepreneurs and small business managers. The functions of entrepreneurs discussed are recognition of the commercial potential of a product or service, design of consistent operating policies in marketing, organization of the structure or systems for the product or service, and supervision of the changes required during various phases of company growth.

1979

83. Brockhaus, Robert H., Sr., and Walter R. Nord. "An Exploration of Factors Affecting the Entrepreneurial Decision: Personal Characteristics vs. Environmental Conditions," *Academy of Management Proceedings*, 1979, pp. 364-68.

The authors describe a study conducted in St. Louis which compares the previous job satisfaction, locus-of-control, and risk-taking characteristics of three different groups. These groups are managers who were recently promoted from within their organization, managers who were new transfers to another organization, and entrepreneurs who had just started their own business. No differences in risk taking or locus-of-control were found among the groups. Compared to both groups of managers, entrepreneurs were found to have had less formal education and to have worked for fewer employers.

84. Miller, James P. *Research with Dun and Bradstreet Data*. U.S. Department of Agriculture, Economic Research Service, Economic Development Division Working Paper, No. 7903, Mar. 1979.

Miller discusses the appropriate uses and limits of Dun and Bradstreet's Market Identifier (DMI) files. He compares DMI data with figures from the Bureau of Economic Analysis, Department of Commerce. Both series are important sources of data for entrepreneurship research.

85. Vincente-Wiley, Leticia. "Achievement Values of Filipino Entrepreneurs and Politicians," Economic Development and Cultural Change, Vol. 27, No. 3, Apr. 1979, pp. 467-83.

Achievement values, social backgrounds, and personalities are used to compare Filipino entrepreneurs with politicians. The entrepreneurs differed significantly from the politicians.

86. Wilken, Paul H. Entrepreneurship: A Comparative and Historical Study. Norwood, NJ: Ablex, 1979.

Wilken compares the histories of entrepreneurship in six countries: Great Britain, France, Germany, Japan, the United States, and the Soviet Union. He discusses the emergence of entrepreneurship, its significance for economic growth and development, and personal characteristics of the entrepreneurs.

1980

87. Link, Albert N. "Firm Size and Efficient Entrepreneurial Activity: A Reformation of the Schumpeter Hypothesis," Journal of Political Economy, Vol. 88, No. 4, 1980, pp. 771-82.

This empirical study confirms Schumpeter's hypothesis that large firm size is essential to the success of innovative activity. For a sample of firms in the chemical and allied products industry, Link examines the relationship between the rate of return on research and development expenditures and firm size. Size is a prerequisite for successful innovative activity. The estimated rate of return to research and development for smaller firms is 30 percent and for larger firms is 78 percent.

1981

88. Hansen, Derek "Pete." "Revitalizing the American Economy Through Entrepreneurial Expansion--A Program Policy Guideline (Part One)," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 17-24.

Hansen defines capitalism and entrepreneurship and discusses the capital needs of small businesses. He explains the operations of financial markets and the reason banks are reluctant to finance risky or new small businesses.

89. U.S. General Accounting Office. "Small Businesses Are More Active as Inventors than as Innovators in the Innovation Process." Prepared for the Committee on Small Business, U.S. House of Representatives, 1981.

The report summarizes studies on the inventiveness and innovativeness of small businesses. Innovation is defined as a process of generating a technically feasible idea or invention, developing the idea, and using the idea in the marketplace. Thus, an invention is part of the innovation process. The studies show that small businesses create more inventions than innovations.

90. Welsh, John A., and Jerry F. White. "Converging on the Characteristics of Entrepreneurs," *Frontiers of Entrepreneurship Research: Proceedings of the 1981 Entrepreneurship Research Conference*. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1981, pp. 504-15.

Welsh and White conduct an extensive review of the literature on entrepreneurial characteristics. They summarize those characteristics common to all entrepreneurs: the need to control and direct, self-confidence, a strong drive, a liking of challenges (not risks), commitment, an internalized competitive spirit, superior conceptual ability, persistence in problem solving, a realistic outlook, ability to use failures as learning experiences, ability to use feedback and resources well, and a low need for personal status.

1982

91. Bearse, Peter J. "A Study of Entrepreneurship by Region and SMSA Size," *Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference*. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 78-112.

Bearse reports on the preliminary phase of a larger study on entrepreneurship by region and size of metropolitan area. He briefly reviews the literature, proposes a theoretical framework of entrepreneurship based on disequilibrium, and provides preliminary descriptive statistics.

92. Dunkelberg, William C., and Arnold C. Cooper. "Entrepreneurial Typologies: An Empirical Study," *Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference*. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 1-15.

Based on the entrepreneur's orientation toward growth, independence, or craftsmanship, the authors identify three basic entrepreneurial typologies. The study uses factor analysis to analyze 1,805 questionnaires from small business owners in many countries. Apart from the common factors noted in the three typologies, the business owners sampled have widely differing backgrounds. Some of the ways in which they differ are education, previous supervisory experience, functional experience, previous organizations, the way in which they became owners, and the growth rate of their firms.

93. Hornaday, John A. "Research About Living Entrepreneurs," *Encyclopedia of Entrepreneurship*. Ed. Calvin A. Kent. Lexington, MA: D.C. Heath Co., 1982, pp. 20-38.

Hornaday discusses biographical and autobiographical publications on contemporary entrepreneurs and provides suggestions for further research. He recommends using entrepreneurs as visiting lecturers in classroom situations. A commentary by Russell Knight follows.

94. Kirchhoff, Bruce A., Richard L. Stevens, and Norman I. Hurwitz. "Factors Underlying Increases in Minority Entrepreneurship: 1972 Through 1977," *Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entre-*

preneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 39-53.

The authors explore Census Bureau data from 1972 through 1977 by race, region, and industry type to reveal patterns of small business ownership by minorities. Blacks own about 25 percent and Hispanics about 50 percent of all minority-owned small businesses. On a per capita basis, the number of Asian and Hispanic owners is growing and the number of black owners is declining.

95. Shapero, Albert, and Joseph Giglierano. "Exits and Entries: A Study in Yellow Pages Journalism," Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982.

This paper reports on an ongoing study of business formations and failures in Columbus, Ohio. The telephone directory yellow pages are used to track the exits and entries of businesses from 1960 to 1981. Surprisingly, the authors found the overall exit rate in the first 5 years of operation to be about 50 percent, compared with more common research findings of nearly 80 percent.

96. Tanzi, Vito (ed.). The Underground Economy in the United States and Abroad. Lexington, MA: D.C. Heath Co., 1982.

The book provides a complete overview of the underground economy, which consists of entrepreneurial actions, and the problems associated with defining and measuring it. One of the aims of the book is to stimulate research on the impact of the underground economy and its implications on the formal economy and employment. The underground economies of the United States, the United Kingdom, Italy, Norway, Sweden, the Soviet Union, Canada, Colombia, Australia, and Israel are covered in this book.

1983

97. Boyd, David P., and David E. Gumpert. "The Effects of Stress on Early-Stage Entrepreneurs," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 180-91.

The authors relate the level of stress felt by company founders to their personality type and job satisfaction, and the firm's age and financial performance. The findings are based on interviews of 530 company founders.

98. Feigen, Gerald L. "Public Policy Affecting Entrepreneurship, Venture Capital, and Technology," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 445-67.

After providing a historical perspective, Feigen speculates upon the future of entrepreneurship, venture capital, and technology. His discussion gives insight into the effects of public policy on entrepreneurship. He also suggests directions for future research.

99. Hoy, Frank, and James W. Carland, Jr. "Differentiation Between Entrepreneurs and Small Business Owners in New Venture Formation," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 157-66.

Hoy and Carland attempt to differentiate between small business owners and entrepreneurs by studying 73 founders of new ventures who used the services of the University of Georgia's Small Business Development Center. The Myers-Briggs personality type indicator was used to distinguish between the two groups based on their levels of extroversion, introversion, sensing, intuition, thinking, feeling, perception, and judgment. No significant difference was found between the two groups. This supports the notion that small business owners are entrepreneurs.

100. Knight, Russell M. "A Comparison of Franchises and Independent Entrepreneurs," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 167-79.

Knight interviewed 105 franchise operators and 102 independent entrepreneurs in Canada. He compares and contrasts the self-perceptions, personal experiences, and managerial abilities of the two groups. He finds entrepreneurs to be more experienced in their industry and franchisees better able to recognize their lack of managerial abilities.

101. Ronen, Joshua. "Some Insights into the Entrepreneurial Process," Entrepreneurship. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 137-73.

Twenty-three chief executive officers of large and medium-sized innovative and growing firms were interviewed to gain insights into the entrepreneurial process. A general description of entrepreneurial activities was formulated by using the information collected from open-ended questions. Ronen calls for research on entrepreneurs' preferred environments and their decisionmaking patterns.

102. Timmons, Jeffry A., Norman D. Fast, and William D. Bygrave. "The Flow of Venture Capital to Highly Innovative Technological Ventures," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 316-34.

The objective of this National Science Foundation research project is to examine technically innovative firms, their founders, and venture capital backers. The researchers use a data base of information on 1,501 firms that were founded with venture capital between 1967 and 1982. The authors also discuss public policies and other factors that influence the flow of venture capital.

1984

103. Mescon, Timothy S., George E. Stevens, and George S. Volikis. "Blacks as Entrepreneurs: The Liberty City Experience," Frontiers of Entrepreneur-

ship Research: Proceedings of the 1984 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984, pp. 249-64.

This article reports on a group of black entrepreneurs who had completed a 6-week course on minority entrepreneurship sponsored by the University of Miami and Florida Memorial College. Their motivations and beliefs regarding their businesses are studied and compared to common perceptions of businesses owned by blacks.

104. Schwer, R. Keith, and Ugur Yucelt. "A Study of Risk-Taking Propensities Among Small Business Entrepreneurs and Managers: An Empirical Evaluation," American Journal of Small Business, Vol. VIII, No. 3, Jan./Mar. 1984, pp. 31-40.

Schwer and Yucelt evaluate if and how the risk-taking propensity differs among subgroups of the businesspeople. in Vermont using Kogan-Wallach's risk-taking questionnaire. Businesspeople with 2 or more years of college and who employ five or more people tend to take moderate risks. Less educated businesspeople who employ fewer than five people tend to make more conservative decisions. No significant difference was found among the subgroups with regard te personal risk taking.

1985

105. Hisrich, Robert D., and Candida Brush. "Women and Minority Entrepreneurs: A Comparative Analysis," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 566-87.

The strongest motives for business ownership for both women and minorities are the desire for achievement and job satisfaction. Hisrich and Brush report on two nationwide surveys which assessed the motivations of women and minority entrepreneurs. The surveys requested information on demographic and personality characteristics of the respondents, as well as facts about their businesses. Minority and women entrepreneurs share demographic and socioeconomic characteristics.

106. Smith, Norman R., and John B. Miner. "Motivational Considerations in the Success of Technologically Innovative Entrepreneurs: Extended Sample Findings," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 482-88.

Smith and Miner compare winners and losers in the entrepreneurship game. Successful entrepreneurs have a stronger desire to achieve through their own efforts, a higher tendency to avoid risks, a greater need for feedback on performance, a stronger interest in personal innovation, and a firmer orientation toward the future. The authors identify three types of applicants in their survey of persons seeking grants from the National Science Foundation Small Business Innovation Research Program: successful entrepreneurs heading fast-growth firms, those leading slower growing firms, and those who are managers or scientists rather than true entrepreneurs. The survey instruments were the Miner Sentence Completion Scale - Form T and a questionnaire on innovative technology.

1986

107. Begley, Thomas M., and David P. Boyd. "Psychological Characteristics Associated with Entrepreneurial Performance," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 146-65.

The authors surveyed members of the Smaller Business Association to determine whether members who founded their own businesses had different personality characteristics than members who had not started businesses. The survey measured need for achievement, locus-of-control, risk-taking propensity, tolerance of ambiguity, and type-A personality. People who started their own firms have higher propensities to take risk, greater need for achievement, and more tolerance of ambiguity.

108. Cooper, Arnold C. "Entrepreneurship and High Technology," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 153-68.

Cooper reviews the literature on entrepreneurs in high technology industries. He discusses operational problems with various definitions of high technology industries. The research on high technology firms consists mostly of case studies and descriptive reports. Cooper also reviews the characteristics of and environmental influences on high technology entrepreneurs.

109. Denison, Daniel R., and Joanne M. Alexander. "Patterns and Profiles of Entrepreneurs: Data From Entrepreneurship Forums," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 578-93.

The authors surveyed 1,222 participants of entrepreneurship forums held throughout the East and Midwest in 1983 and 1984. Those attending were asked to respond to questions concerning other entrepreneurs they knew, the stage of growth of their business, sources of funding, and type of business. The findings were used to typify entrepreneurs, their experiences, and factors associated with their success.

110. Hisrich, Robert D. "The Woman Entrepreneur," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 61-81.

Hisrich recounts the history of women in the workplace and presents national statistics on women entrepreneurs. He reviews studies on the demographic, socioeconomic, and personality traits of women entrepreneurs. He emphasizes difficulties encountered by women entrepreneurs, such as lack of business training and weak collateral positions, and means to alleviate these problems.

111. Peacock, Patricia. "The Influence of Risk-Taking as a Cognitive Judgmental Behavior of Small Business Success," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 110-18.

Contrary to the thesis that risk-taking behavior indicates success in a small business, Peacock finds no significant difference in risk taking by those who achieve and those who fail. She studied a sample of 40 small business owners.

112. Sandberg, William R. New Venture Performance: The Role of Strategy and Industry Structure. Lexington, MA: D.C. Heath Co., 1986.

Sandberg discusses new venture performance as a strategic issue, the venture capitalist's practices in new ventures, and entrepreneurship and new venture performance in theory and research. The author constructs and tests a conceptual model of new venture performance and discusses its implications for venture capitalists and entrepreneurs.

113. Sexton, Donald L., and Nancy B. Bowman. "Validation of a Personality Index: Comparative Psychological Characteristics Analysis of Female Entrepreneurs, Managers, Entrepreneurship Students, and Business Students," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 40-51.

Sexton and Bowman find that the personality traits of women entrepreneurs and entrepreneurship students are similar, as are those of women managers and business students. They examined the women's levels of conformity, energy, risk-taking propensity, social adroitness, autonomy, harm avoidance, and interpersonal skills.

114. Shuman, Jeffrey C., and others. "An Empirical Test of Ten Entrepreneurial Propositions," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 187-97.

Practicing entrepreneurs, ex-entrepreneurs, and serious nonstarters (those who considered starting a business, but decided not to) are identified from a sample of 505 Bentley College alumni. The authors test 10 propositions in attempting to distinguish among the groups. One significant finding is that practicing entrepreneurs are not less likely to have partners than are ex-entrepreneurs. Also, practicing entrepreneurs identify solid venture opportunities better than nonstarters.

115. Wortman, Max S., Jr. "A Unified Framework, Research Typologies, and Research Prospectuses for the Interface between Entrepreneurship and Small Business," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 273-331.

Wortman describes the similarities between entrepreneurship and small businesses in order to provide a framework for the study of the two subjects. He feels knowing the common denominators helps researchers establish a typology for entrepreneurship and small businesses, for reviewing existing research, and for establishing a research agenda for both areas.

1987

116. Hoy, Frank. "Who are the Rural Entrepreneurs?" National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 7-14.

Hoy provides an informative overview of the mean demographic and psychological characteristics of the entrepreneur and focuses on research about rural entrepreneurs. His study describes the characteristics of rural Texan entrepreneurs and compares them to the general entrepreneurial sample population. In addition, he presents results from studies conducted at the Georgia Small Business Development Center that compare rural and urban entrepreneurs.

117. Reynolds, Paul D. Organizational Births: Perspectives on the Emergence of New Births. St. Paul, MN: University of Minnesota Strategic Management Research Center, June 1987. Reprinted in Academy of Management Best Paper Proceedings, ISBN 0-915350-25-X, 1988, pp. 69-73.

Reynolds takes the findings from new-firm studies conducted in Minnesota and Pennsylvania and the survey data on over 2,000 new firms in these States to test 6 popular hypotheses used to describe firm births. Little support is found for the driven entrepreneur or the business climate (creation of new firms where factors of production are cheapest) hypotheses. Reynolds finds modest support for the unemployment hypothesis (new firms created as a reaction to poor job prospects) in new firms in retail, construction, and consumer service industries. The incubator hypothesis (new firms as a result of dense networks of suppliers and clients) is supported for new firms in manufacturing, distributive services, and business services. Lots of support in all industries is found for the population ecology/turnover hypothesis (firms created until the latent demand for output is satisfied). Support is also found for the career opportunity hypothesis because those participating in startup teams appear to have many personal goals, such as financial, personal autonomy, and task interests. Reynolds is among the first to empirically test hypotheses with results of new-firm studies.

118. Watkins, Dennis A., and Thomas G. Allen. "Responding to Rural Entrepreneurship Needs: Problems of Studying Entrepreneurship in Rural Areas," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 15-28.

The authors contest the validity of reports contending that small businesses are more innovative, provide more jobs, and offer quality jobs in rural areas. They address the shortcomings of research concerning entrepreneurship, especially the pitfall of designing studies to fit administrative data sources, and the use of economic base and location theories to describe recent entrepreneurial activity. They conclude with a review of public policy and suggestions for research.

1988

119. Barkley, David L. "The Decentralization of High-Technology Manufacturing to Nonmetropolitan Areas," Growth and Change, Vol. 19, No. 1, Winter 1988, pp. 13-30.

Have high technology firms relocated from metropolitan to nonmetropolitan areas? Barkley uses shift-share analysis and Enhanced County Business Patterns data from 1975 to 1982 to determine how much. He uses the product life-cycle theory as the context of his study and finds that nonmetro employment in the high tech sector increased by more than 13,000 jobs due to decentralization. Nonmetro counties in New England, the South, and the West showed the greatest employment gains.

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1980

120. Hoy, Frank, and B.C. Vaught. "The Rural Entrepreneur: A Study in Frustration," Journal of Small Business Management, Vol. 18, No. 1, Jan. 1980, pp. 19-24.

On the premise that rural entrepreneurs face more problems in coping with the business environment than other small business managers, Hoy surveyed 150 small business owners and managers in Texas to determine their problems and their perceived need for assistance. Most list some problems, but feel they need no government assistance.

1981

121. Baty, Gordon B. Entrepreneurship for the Eighties. Reston, VA: Reston, Inc., 1981.

This book discusses the problems of growth-oriented new businesses. The information presented is based upon the author's experience with having started three companies; it is not an empirical study. The process of starting a business and problems with formation, financing, personnel, marketing, and operations are addressed in a style Baty calls "normative folk wisdom." This style of writing addresses a lay and not an academic audience.

122. Brown, Wayne S., Ramon E. Johnson, and William R. Bowen. "The Utah Innovation Center--A Launching Pad for New Technology Enterprises," Frontiers of Entrepreneurship Research: Proceedings of the 1981 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1981, pp. 395-401.

The authors discuss the organization, operation, and philosophy of the Utah Innovation Center and hypothesize on the conditions necessary for the successful establishment of new technology ventures.

123. Kierulff, Herbert E. "Turnabouts of Entrepreneurial Firms," Frontiers of Entrepreneurship Research: Proceedings of the 1981 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1981, pp. 483-95.

Kierulff presents three crisis models that can be used to develop strategies to help entrepreneurial firms cope with financial crises leading to bankruptcies or dissolution.

124. Knight, Russell M. "Bankruptcies by Type of Entrepreneur in Canada," Frontiers of Entrepreneurship Research: Proceedings of the 1981 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1981, pp. 130-45.

Knight documents the causes of bankruptcy among small businesses in Canada using historic records of failed firms, available from the Department of Consumer and Corporate Affairs and from Dun and Bradstreet.

1982

125. Cooper, Arnold C. "The Entrepreneurship-Small Business Interface," Encyclopedia of Entrepreneurship. Ed. Calvin A. Kent. Lexington, MA: D.C. Heath Co., 1982, pp. 193-208.

Cooper describes the process by which an entrepreneur moves from wanting to start a new venture to owning and managing an established firm. His discussion centers on the succession of challenges involved with growth after the inception of the ventures. He uses data from six longitudinal studies.

126. Hisrich, Robert D., and Marie O'Brien. "The Woman Entrepreneur as a Reflection of the Type of Business," Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 54-67.

Hisrich and O'Brien explore how the type of business a woman owns affects the difficulties of obtaining capital and overcoming sexual prejudice. They found women who owned traditionally male-owned businesses were more highly educated and more prosperous, but less often financed by banks than were the women who owned traditionally female-owned businesses.

127. Hoy, Frank. "Intervention in New Ventures Through the SBI Versus the SBDC," Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 506-15.

This article addresses the functions, purposes, and services of the Small Business Institute (SBI) and the Small Business Development Center (SBDC). Both are Small Business Administration programs. Twenty-two business starts in Georgia are studied to compare the two programs.

128. Obermayer, Judith H. "Protection Strategies for the Technical Entrepreneur: Some Conclusions from a Survey," Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 254-69.

Obermayer conducts a survey of 100 high technology companies to determine the importance of patents in the decision to develop a new product, the protection of the product, and the pursuit of investors.

129. Sandberg, William R., and Charles W. Hofer. "A Strategic Management Perspective on the Determinants of New Venture Success," Frontiers of

Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 204-37.

The authors review the concepts of entrepreneurial strategy formulation, venture capital decisions, and the psychology of entrepreneurs. They formulate and test several hypotheses concerning strategy selection using a pilot test group of eight business startups.

130. Storey, David J. *Entrepreneurship and the New Firm*. London: Croom Helm, 1982.

Storey describes the process of new-firm formation in Cleveland County, northeast England. He tries to discover the motivations, experiences, and achievements of new firms. In addition, he discusses the needs and problems that entrepreneurs reported in the survey in order to test various theories and beliefs about entrepreneurship.

131. Timmons, Jeffry A. "New Venture Creation: Models and Methodologies," *Encyclopedia of Entrepreneurship*. Ed. Calvin A. Kent. Englewood Cliffs, NJ: Prentice-Hall, 1982, pp. 126-39.

Timmons synthesizes the ideas from over two dozen research studies from the 1970's on venture creations. He finds common threads as well as distinguishing features among models and methods employed by Vesper, Cooper, Hosmer, and others. (See entry #82.)

1983

132. Bruno, Albert V., and Tyzoon T. Tyebjee. "The One That Got Away: A Study of Ventures Rejected by Venture Capitalists," *Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 289-306.

This study looks at 193 ventures that were denied funding by venture capitalists to find patterns in the reasons for rejection. The venture's chances of receiving funding elsewhere after a rejection are good and the founder's expectations usually become more realistic after a rejection.

133. Dean, Burton V. "A Network Method in the Management of Innovative Start-Ups," *Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983.

Dean discusses the major tasks involved in starting a business and then uses the Queue Graphical Evaluations and Review Technique to model computerized simulations of startups. Sensitivity analysis of the computerized simulations is used to evaluate startups under different conditions.

134. Dunkelberg, William C., and Arnold C. Cooper. "Financing the Start of a Small Enterprise," *Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 369-81.

The authors report on the sources of financing of 1,805 small firm members of the National Federation of Independent Business. In order of importance, the major sources of startup financing are personal savings, institutional lenders, and friends and family. Venture capitalists are not often mentioned.

135. Green, Jerry R., and John B. Shoven. "The Effects of Financing Opportunities and Bankruptcy on Entrepreneurial Risk Bearing," *Entrepreneurship*. Ed. Joshua Ronen. Lexington, MA: D.C. Heath Co., 1983, pp. 49-74.

The authors' model explains the relationship between the decisions of entrepreneurs and how their ventures are financed. The model takes into account the fear of bankruptcy and how that fear relates to the nature of the financial contract.

136. Ronstadt, Robert. "The Decision *Not* to Become an Entrepreneur," *Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 192-212.

Ronstadt surveys alumni of Babson College. He compares 102 alumni who considered entrepreneurship as an option but did not start a business with 208 practicing entrepreneurs to reveal their differences.

137. Young, Earl C., and Harold P. Welsch. "Information Source Selection Patterns as Determined by Small Business Problems," *American Journal of Small Business*, Vol. 7, No. 4, Apr./June 1983, pp. 42-9.

Young and Welsh present the results of their survey of 193 entrepreneurs or small business owners to determine frequently encountered problems and preferred types of information sources to solve the problems. Face-to-face communication is the most popular form of communication.

1984

138. Cooper, Arnold C. "Contrasts in the Role of Incubator Organizations in the Founding of Growth-Oriented Firms," *Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984, pp. 159-74.

Cooper examines the role of incubators in the entrepreneurial process using a sample of 59 growth-oriented firms. Incubators are places designed to nurture new business ventures. They provide shared services in order to keep overhead costs low for the new businesses. These services include office space, clerical staff, cleaning staff, and office equipment. Cooper also addresses the role of entrepreneurs in economic development.

139. Ronstadt, Robert C. "Ex-Entrepreneurs and the Decision to Start an Entrepreneurial Career," *Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984, pp. 437-60.

This article compares former entrepreneurs with practicing entrepreneurs and those who considered but never began their own businesses. Ronstadt studies Babson College graduates to determine why some people who have started entrepreneurial ventures leave them and begin working for someone else.

140. Schuyler, William E., Jr. "Patents and the Entrepreneurial Process," The Environment for Entrepreneurship. Ed. Calvin A. Kent. Lexington, MA: D.C. Heath Co., 1984, pp. 117-54.

Schuyler reviews the history of the U.S. patent system and makes suggestions for changes to accommodate innovations in insurance, banking, and computer software industries.

1985

141. Allen, David N. "An Entrepreneurial Marriage: Business Incubators and Start-ups," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 38-60.

Allen evaluates incubators as tools for enterprise development by surveying just under two-thirds of U.S. incubators. He identifies four organizational types of incubators based on ownership. They are private or corporate, educational, government or nonprofit, and mixed public and private. In addition, he reports on the type of businesses involved, their sources of financing, and services provided by the 40 incubators surveyed.

142. Birley, Sue. "The Role of Networks in the Entrepreneurial Process," Journal of Business Venturing, Vol. 1, No. 1, 1985, pp. 107-18.

Birley, in the second part of an extensive study of business formations in St. Joseph County, Indiana, reports on the use of formal and informal networks by local entrepreneurs. Formal networks include banks and government agencies. Informal networks, which Birley found to be the more important, include personal contacts, family, and friends. (See entries #157 and #240).

143. Brockhaus, Robert H., Sr. "Is There Life After Death? The Impact of Unsuccessful Entrepreneurial Endeavors on the Life of the Entrepreneurs," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 468-81.

The author tried to locate and interview a sample of 93 business owners who obtained business licenses in St. Louis County, Missouri, in August and September of 1975. In 1984, he found 33 and interviewed them. Twenty-two are still in business, 11 are not. Sixty of the original 93 applicants could not be found.

144. Chrisman, James J., and Frank Hoy. The Impact of Public Sector Assistance on the Performance of New Ventures. CBES Monograph 85-104. University of Georgia, Department of Management, 1985.

The authors assess the economic impact of government-sponsored preventure counseling activities. They measure sales revenues and employment generated by new enterprises helped by the University of Georgia's Small Business Development Center in Athens, Georgia.

145. Churchill, Neil C., and Virginia L. Lewis. "Bank Lending to New and Growing Enterprises," *Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 338-57.

Churchill and Lewis follow up a previous study and evaluate the profitability of banks' lending to small businesses. They look at cost, risk, and the size of balances maintained in accounts of small businesses.

146. Gatewood, Elizabeth, Lee Ogden, and Frank Hoy. "Incubator Centers--Where They Are and Where They Are Going," *Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 1-17.

The authors conducted a telephone survey of incubator managers. The survey provides information on the services provided by the incubators, the age of the incubators, ownership characteristics, sources of funding, and the success and nature of their clients.

147. MacMillan, Ian C., Robin Siegal, and P.N. Subba Narasimha. "Criteria Used By Venture Capitalists to Evaluate New Venture Proposals," *Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 126-41.

This study of 100 venture capitalists sets out to determine how they choose a venture to finance. The survey also gathers information on the personality and experience of the entrepreneur, product and market characteristics, and financial considerations. Factor analysis is used to evaluate the sample data. The authors find that the venture capitalist's view of the entrepreneur is often the ultimate deciding factor.

148. Mitton, Daryl G. "After Launch Indigestion: How Do You Spell Relief? E-N-T-R-E-P-R-E-N-E-U-R-S-H-I-P," *Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference*. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 284-93.

Mitton relates anecdotes of problems faced by newly created entrepreneurial firms. He observes that setbacks occur more often after tremendous growth and that the manner in which entrepreneurs deal with setbacks is directly related to their success.

149. National Council for Urban Economic Development. *Creating Jobs by Creating New Businesses: The Role of Business Incubators*. Nov. 1985. Washington, DC: NCUED.

The focus of the study is the assessment of incubators from the standpoint of local economic development. The study was undertaken to determine the nature of business incubators, their role in economic development strategy, and their potential community impacts. Findings from a 1984-85 national survey of business incubators are presented. Case studies of four business incubators are also included.

150. Neiswander, D. Kirk. "Informal Seed Stage Investors," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 142-54.

Fifteen informal investors in northeastern Ohio are surveyed to determine the amounts of money they invested, time spent evaluating venture opportunities, and time spent advising the entrepreneur during the first 6 months of the venture's operation. Informal investors do invest capital in new ventures, but this is not their main job or function. They are not full-time venture capitalists. The study concludes optimistically on potential partnerships between informal investors and entrepreneurs.

151. Peterson, Janice, Ron Shaffer, and Glen C. Pulver. Terms of Credit for New Small Businesses. Madison, WI: University of Wisconsin-Extension Small Business Development Center, July 1985.

The authors attempt to determine whether new businesses with different characteristics receive different treatment under loan agreements. They use ordinary least squares regression and 1980 survey data of new small businesses in Wisconsin.

152. Peterson, Rein. "Creating Contexts for New Ventures in Stagnating Environments," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 258-83.

In this survey, Peterson discovers how business owners from over 60 countries form their entrepreneurial strategies. They deliberately find ways to beat traditional competitive practices and carve out niches in order to avoid direct competition. This is a summary of 4,034 interviews with participants in the 11th International Small Business Congress in Amsterdam.

153. Ronstadt, Robert. "Every Entrepreneur's Nightmare: The Decision to Become an Ex-Entrepreneur and Work for Someone Else," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 409-34.

In a review of three of his previous studies, Ronstadt compares former entrepreneurs to practicing entrepreneurs. The sample consists of Babson College alumni. Ronstadt finds that over 60 percent of the ex-entrepreneurs left their business by age 40 and over 90 percent left by age 50. Negative business conditions are more often cited as the reason for leaving than a positive new career move.

154. Shuman, Jeffrey C., Gerald Sussman, and John J. Shaw. "Business Plans and the Start-up of Rapid Growth Companies," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research

Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 294-313.

The authors study the importance of business plans in the ventures begun by the Inc. 500 class of 1983. Just under half of the businesses had plans and most of these were initiated after the new company was in operation.

155. Wetzel, William E., Jr., and Ian G. Wilson. "Seed Capital Gaps: Evidence from High-Growth Ventures," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 221-40.

The authors sample high-growth firms in New Hampshire to gather information on capital availability for expansions. Small companies appear to be hindered by their size in raising capital. Strong positive relationships are found between a company's growth rate and (a) the probability of its seeking venture capital and (b) its relative attractiveness to venture investors.

1986

156. Allen, David N., Eugene J. Bazan, and Janet Hendrickson-Smith. "Gritty and Flashy Entrepreneurs in the Atlanta Metropolitan Area," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 303-12.

The authors discuss the recent emphasis on high technology entrepreneurs and show the differences between entrepreneurs in high technology industries and in other industries. They make suggestions for general entrepreneurial assistance policies based on their study in the Atlanta metropolitan area.

157. Birley, Sue. "The Small Firm--Set at the Start," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 267-80.

The study concentrates on the relationship between a firm's starting size and its future growth and employment potential. The study infers that growth is not the major objective of the founder, since few of the businesses studied grew significantly in numbers of employees or had expansion plans. This is the third in a series of studies Birley conducted in St. Joseph County, Indiana, on the nature of new businesses. (See entries #142 and #240.)

158. Bruno, Albert V. "A Structural Analysis of the Venture Capital Industry," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 109-18.

Bruno explains the structure of the venture capital industry. He compares and contrasts institutional venture capitalists with risk capital investors.

159. Casrud, Alan L., Connie Marie Gaglio, and Kenneth W. Olm. "Entrepreneurs--Mentors, Networks, and Successful New Venture Development: An Exploratory Study," *Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference*. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 229-35.

The authors test the importance of networks and the mentor-protege relationship using a sample of 246 women entrepreneurs in Texas. Surprisingly, mentors are unimportant to the Texas entrepreneurs. The authors found inconclusive results on the importance of networks.

160. Dennis, William J., Jr. "Explained and Unexplained Differences in Comparative State Business Starts and Start Rates," *Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference*. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 313-27.

The author uses regression analysis to explain varying levels of per capita business starts across States. Among the 17 independent variables used to explain the differences are population mobility, black population, per capita income, and number of newspapers and banks per capita. The most explanatory variable is population mobility.

161. Gatewood, Elizabeth, Lee Ogden, and Frank Hoy. "Incubator Center Evolution--The Next Five to Ten Years," *Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference*. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 526-44.

The article is a followup of a 1985 study of incubators done by the same researchers. (See entry #146.) Managers of 22 incubators are asked to predict the future of their centers as well as describe changes they would like to see in the future.

162. Myers, Donald D., and Daryl J. Hobbs. "Technical Entrepreneurs - Are They Different?" *Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference*. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 659-76.

Myers and Hobbs surveyed 659 alumni of the University of Missouri-Rolla, a nonmetropolitan university, about factors they considered important in a job and their location preference if they were to establish a business. The majority prefer a nonmetropolitan location.

163. Phillips, Bruce D. "Innovative Firms Need Innovative Financing." Paper presented at the Third Annual Symposium on Creativity, Innovation and Entrepreneurship, Farmingham, MA. May 29-30, 1986.

Phillips discusses the difficulties new innovative businesses face in raising startup funds. He also summarizes the growing importance of informal investors and venture capitalists in providing initial financing.

164. Stuart, Robert, and Pier A. Abbetti. "Field Study of Start-Up Ventures--Part II: Predicting Initial Success," *Frontiers of Entrepreneurship*

Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 21-39.

Stuart and Abetti use regression analysis to determine the importance of the market, innovation, strategy, organization, and leadership style to the success of a venture. The sample consists of 24 new technology firms associated with the Rensselaer Polytechnic Institute in Troy, New York. Initial success is most strongly related to the attractiveness and dynamics of the market and to the research and development intensity of the new firm.

165. Wetzel, William E., Jr. "Informal Risk Capital--Knowns and Unknowns," The Art and Science of Entrepreneurship. Eds. Donald L. Sexton and Raymond W. Smilor. Cambridge, MA: Ballinger Publishing Co., 1986, pp. 85-108.

Wetzel reviews the research conducted between World War II and 1984 on informal risk capital. He emphasizes studies between 1980 and 1984. He highlights the major characteristics of informal risk capital and contrasts informal and institutional venture capital.

1987

166. Bentley, Marion T. "The Prometheus Factor: The Education and Training of Entrepreneurs," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 109-19.

Bentley reviews the definitions of entrepreneurship and its role in the economy. Next he presents a three-step training program for entrepreneurs. The steps are recruitment and selection of entrepreneurial candidates, development and practice of management skills, and implementation and followup.

167. Haney, Wava Gillespie. "Entrepreneurship: An Economic Opportunity for Women," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 120-29.

The author studies women entrepreneurs and business owners in a nonmetropolitan Wisconsin county. The report covers the reasons for entry, means of entry, and gender-specific obstacles and needs. The most frequent means of entry is the female business manager buying the business from the male owner upon his retirement.

1988

168. Bastow-Shoop, Holly E., F. Larry Leistritz, and Brenda L. Ekstrom. Home-Based Businesses in North Dakota: Characteristics of Present and Prospective Proprietors, Agricultural Economics Miscellaneous Report, No. 114, Department of Agricultural Economics, Agricultural Experiment Station, North Dakota State University, Fargo, ND, Apr. 1988.

The authors evaluate questionnaires distributed by extension personnel during workshops on home-based business in 15 North Dakota counties.

Eighty-four people who were either considering starting a business in their home or were already running one responded. The questionnaires gathered information on demographic characteristics, reasons for involvement, financial characteristics, utilization of professional services, work experience, business organization, advertising, marketing, and risk taking.

Environments Favorable to Entrepreneurship

1949

169. Cochran, Thomas C. "Role and Sanction in American Entrepreneurial History," Change and the Entrepreneur: Postulates and Patterns for Entrepreneurial History. Cambridge, MA: Harvard University Press, 1949. Reprinted in: Explorations in Enterprise. Ed. Hugh G.J. Aitken. Cambridge, MA: Harvard University Press, 1965, pp. 93-112.

Cochran uses theories of roles and sanctions to show that economic change is not always autonomous and to explain differences in the impact of economic changes across diverse cultures. He concludes that social sanctions limit entrepreneurial action in the short run while changes in roles encourage entrepreneurial action in the long run.

170. Easterbrook, W.T. "The Climate of Enterprise," American Economic Review, Vol. 39, May 1949, pp. 322-55. Reprinted in: Explorations in Enterprise. Ed. Hugh G.J. Aitken. Cambridge, MA: Harvard University Press, 1965, pp. 65-79.

Easterbrook, a historian, describes various approaches to studying economic thought over time. He discusses elements which are basic to free enterprise, and the environmental conditions which favor these elements. Whether the conditions needed for free enterprise are present is as much a matter of historical accident as anything else. Easterbrook concludes that the influence of entrepreneurs as active agents, who change and shape their environments to suit their desires, may vary from place to place and from period to period. From this viewpoint, he calls for more study of the nonentrepreneurial factors present in an enterprise system and of the interaction between nonentrepreneurial and entrepreneurial factors.

1955

171. Belshaw, Cyril D. "The Cultural Milieu of the Entrepreneur," Explorations in Entrepreneurial History, Vol. 7, Feb. 1955, pp. 146-63. Reprinted in: Explorations in Enterprise. Ed. Hugh G.J. Aitken. Cambridge, MA: Harvard University Press, 1965, pp. 139-62.

Belshaw takes an anthropological approach in studying entrepreneurs in underdeveloped parts of Melanesia. He examines how cultural traits of a society may hinder development efforts made by outsiders.

1960

172. Cochran, Thomas C. "Cultural Factors in Economic Growth," Journal of Economic History, Vol. 20, Dec. 1960, pp. 515-30. Reprinted in: Explora-

tions in Enterprise. Ed. Hugh G.J. Aitken. Cambridge, MA: Harvard University Press, 1965, pp. 123-38.

Cochran discusses growth as a cultural process. As an example, he compares Latin American entrepreneurial behavior with its North American counterpart.

1969

173. Nafziger, E. Wayne. "The Effect of the Nigerian Extended Family on Entrepreneurial Activity," Economic Development and Cultural Change, Part 1, Vol. 18, No. 1, Oct. 1969, pp. 25-33.

The author examines the effects of the Nigerian extended family on entrepreneurial activities in small manufacturing firms. He studies the influence of the customs of sharing income and wealth within the extended family on firm creation and expansion.

1970

174. Derossi, Flavia. The Mexican Entrepreneur. Paris: OECD, 1970.

Derossi conducts case studies on 200 Mexican industrialists and assesses the influence of historical and social factors on the establishment of their businesses, and how each business contributes to economic growth in Mexico. Special attention is given to the influence of government programs and foreign interests on these businesses.

1976

175. Leahy, William H., and David L. McKee. "A Note on Urbanism and Schumpeter's Theory of Development," Growth and Change, Vol. 7, No. 1, Jan. 1976, pp. 45-7.

Leahy and McKee contend that Schumpeter's theory of development overlooks urbanism as a necessary environment for the entrepreneur. They believe that the "city is an essential ingredient in an expansionary social climate." (See entry #7.)

1980

176. Haulk, Charles J. "Thoughts on the Underground Economy," Economic Review, Federal Reserve Bank of Atlanta, Mar./Apr. 1980, pp. 23-7.

Haulk discusses why people participate in the underground economy and the effects that the underground economy may have on the regular economy. The official statistics of an economy with a large unreported component underrepresent employment, the use of resources, productivity, and the number of transactions in that economy.

177. Vaughan, Roger J. "State Tax Incentives: How Effective Are They?" Commentary, National Council for Urban Economic Development, Jan. 8, 1980. Reprinted in: Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981.

Vaughan makes a strong case against the current uses of State and local tax incentives to attract business and industry or to encourage local business starts or expansions. He addresses the inequities of tax incentives and makes limited suggestions for reform.

1981

178. Schell, Douglas W., and William Davig. "The Community Infrastructure of Entrepreneurship: A Sociopolitical Analysis," Frontiers of Entrepreneurship Research: Proceedings of the 1981 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1981, pp. 563-90.

Schell and Davig distinguish between micro- and macroentrepreneurs. They focus on the macroentrepreneur's role in developing the economic infrastructure conducive to new enterprises. The authors develop their model of entrepreneurship relating the success of the macroentrepreneur to the amount of support provided by the sociopolitical elite of a community. They then test this model in several rural Alabama communities.

179. Seley, John E. "Targeting Economic Development: An Examination of the Needs of Small Businesses," Economic Geography, Vol. 57, No. 1, Jan. 1981.

Seley surveys small metropolitan businesses to determine their perceived needs. He finds they require better public services, such as crime protection, sanitation, transportation, and cheap energy. These services are not usually considered in economic development programs.

1982

180. Bruno, Albert V., and Tyzoon T. Tyebjee. "The Environment for Entrepreneurship," Encyclopedia of Entrepreneurship. Ed. Calvin A. Kent. Lexington, MA: D.C. Heath Co., 1982, pp. 288-315.

The authors discuss the attributes of an area which are conducive to entrepreneurship. These attributes include available venture capital, incubators, technically skilled labor, new markets, restricted regulations, low taxes, and positive reception by the local population. They find current research on the topic methodologically unsound and they suggest alternative approaches to research on the environment for entrepreneurship.

1983

181. Baumol, William J. "Entrepreneurship and the Sociopolitical Climate," Entrepreneurship and the Outlook for America. Ed. Jules Backman. New York: The Free Press, 1983, pp. 173-92.

Baumol discusses the sources of obstacles and hostilities to entrepreneurship. He explains how these obstacles can be the result of a culture's high esteem for other activities, such as military or academic pursuits.

182. Halperin, William C., and others. "Exploring Entrepreneurial Cognitions of Retail Environments," Economic Geography, Vol. 59, No. 1, Jan. 1983, pp. 3-15.

The authors use multidimensional analytical techniques to see how entrepreneurs' perceptions of a retail environment differ from the actual retail environment.

183. Schell, Douglas W. "Entrepreneurial Activity: A Comparison of Three North Carolina Communities," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 495-518.

The article studies three counties in North Carolina: Forsyth County (Winston-Salem), Guilford County (Greensboro), and Wake County (Raleigh, Durham, and the Research Triangle). The Schell-Davig Community Entrepreneurship Model is tested in these counties. The model assumes that a major factor in explaining levels of entrepreneurship in a community is the developmental climate promoted by the community's power elite. The study supports the model's premise. Low levels of entrepreneurial activity exist in Winston-Salem, where the power elite consists of only a few well-established families. In contrast, higher levels of entrepreneurial activity and a more disperse, weaker power elite characterize the Research Triangle area. (See entry #178.)

1984

184. Boskin, Michael J. "The Fiscal Environment for Entrepreneurship," The Environment for Entrepreneurship. Ed. Calvin A. Kent. Lexington, MA: D.C. Heath Co., 1984, pp. 59-68.

Boskin relates the decrease in entrepreneurship to downturns in the fiscal environment. He measures the level of entrepreneurship by the number of patents applied for and research and development spending. These indicators of entrepreneurship are then compared to total gross national product.

185. Chilton, Kenneth W. "Regulation and the Entrepreneurial Environment," The Environment for Entrepreneurship. Ed. Calvin A. Kent. Lexington, MA: D.C. Heath Co., 1984, pp. 91-115.

Chilton discusses how Federal environmental, worker safety, health, consumer protection, and equal opportunity regulations hamper entrepreneurship. He evaluates recent attempts to reform regulations and suggests future policy options.

186. Kent, Calvin A. "Taxation and the Entrepreneurial Environment," The Environment for Entrepreneurship. Ed. Calvin A. Kent. Lexington, MA: D.C. Heath Co., 1984, pp. 69-89.

The article describes the effects of tax laws on the entrepreneurial process. It specifically addresses the Economic Recovery Tax Act of 1981, the Tax Equity and Fiscal Responsibility Act of 1982, the Subchapter S Revision Act of 1982, the Miscellaneous Revenue Act of 1982, and the Social Security Program Revision Act of 1983.

187. Schell, Douglas W. "The Development of the Venture Capital Industry in North Carolina: A New Approach," Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984, pp. 55-72.

Schell discusses the lagging development of entrepreneurial high-technology firms in North Carolina's Research Triangle and relates the slow pace to the lack of local venture capital. He describes the fragmented venture capital industry in North Carolina and proposes a portfolio-based venture capital organization.

1985

188. Myers, Donald D., and Daryl J. Hobbs. "Profile of Location Preferences for Non-metropolitan High Tech Firms," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 358-82.

Myers and Hobbs study 57 nonmetropolitan communities which have colleges or universities to determine location preferences of the companies in these towns at the time of startup. They discuss regional differences and the relationship between location factors and the age, size, and type of firm.

189. Pellenbarg, Pieter H., and Josef A.A.M. Kok. "Small and Medium-Sized Innovative Firms in the Netherlands' Urban and Rural Regions," Tijdschrift voor Econ. en Soc. Geografie, Vol. 76, No. 4, 1985, pp. 242-52.

The authors use a national data base and survey data to evaluate the geographic distribution and activity of innovative small firms in the Netherlands. Although they contain fewer innovative firms, rural areas were found to have more firms than expected. Most of the innovative firms are located in the metro core-fringe and rural areas.

1986

190. Brock, William A., and David S. Evans. The Economics of Small Business: Their Role and Regulation in the U.S. Economy. New York: Holmes and Meir, 1986.

Brock and Evans discuss the role of small business in the U.S. economy and the impact of Government policies. They analyze the hierarchy of agencies that administer regulations relating to the size of a business. They discuss alternative tiering schemes.

191. Jackson, John E. The Climate for Entrepreneurial and Small Business. Taubman Program in American Institutions, Institute for Social Research, University of Michigan, June 1986.

Jackson examines public attitudes toward entrepreneurs and small businesses. He uses random samples from three geographic areas: the United States, Michigan excluding Detroit, and Detroit.

192. Peterson, Rein, and Norman R. Smith. "Entrepreneurship: A Culturally Appropriate Combination of Craft and Opportunity," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 1-11.

Peterson and Smith test 2 hypotheses on 4,394 entrepreneurs from 12 countries. The first hypothesis states that an entrepreneur is oriented toward craftsmanship or toward opportunism. The second premise is that all entrepreneurs have both craftsmanship and opportunistic orientations. The results of the survey indicated that an entrepreneur can be solely opportunistic or solely a craftsman. Most entrepreneurs are a mixture of the two. This mix is determined by the level of economic development of the country.

1987

193. Corporation for Enterprise Development. Making the Grade: The Development Report Card for the States. Washington, DC: CED in cooperation with Mt. Auburn Associates and the Institute on Taxation and Economic Policy, Mar. 1987.

The Corporation for Enterprise Development developed new indexes of measuring State economies because old indexes were seen as "irrelevant and destructive." The four indexes cover performance, business vitality, capacity, and policies. Each has several subindexes.

194. Portes, Alejandro, and Saska Sassen-Koob. "Making It Underground: Comparative Material on the Informal Sector in Western Market Economies," American Journal of Sociology, Vol. 93, No. 1, July 1987, pp. 30-61.

The authors dispute the common perception that the underground economy results from underdevelopment. The authors also discuss research on the size and composition of the underground economy in New York City and Miami. They conclude with speculations on the causes of the informal economy in developed countries.

195. Rosenfeld, Stuart A. "Analysis of Emerging Issues: Reviewing the Ratings," SGPB Alert. Research Triangle Park, NC: Southern Growth Policies Board, May 1987.

Rosenfeld critiques several reports which rank the States on their capacity for future economic growth. The author concentrates on the ratings for Southern States. The reports critiqued are the Corporation for Enterprise Development's Making the Grade (see entry #193), Inc. magazine's Annual Index of Climate for Economic Growth, the Southern Regional Council's The Climate for Workers in the United States, and SRI International and Ameritrust's Indicators of Economic Capacity.

Entrepreneurship as a Development Strategy

1963

196. McClelland, David C. "The Achievement Motive in Economic Growth," Industrialization and Society. Eds. B.F. Hoselitz and W.E. Moore. Paris: UNESCO-MOUTON, 1963, pp. 74-96.

McClelland conducts two studies aimed at determining the importance of personal motives, or need-achievement, in a society and its economic development. The first study explores the literature to compare the level of need-achievement and economic growth in different cultures. The second study correlates the number of references to need-achievement in children's stories of various cultures to the observed numbers of entrepreneurs in those cultures. McClelland concludes with a discussion of the ways in which higher need-achievement leads to more rapid economic development. (See entry #21.)

1971

197. Shapero, Albert. An Action Program for Entrepreneurship: The Design of Action Experiments to Elicit Technical Company Formation in the Ozarks Region. Austin, TX: Multi-Disciplinary Research Press. Prepared for the Ozarks Regional Commission, Contract No. ORC TA 68-29(NEG), 1971.

Shapero sets out to determine what information on entrepreneurship might apply to new company formation in the Ozarks. He describes action experiments and programs aimed at encouraging the formation and survival of new technical companies. He finishes by describing the company formation process and a model developed from data gathered from the new companies in the Ozarks.

1973

198. Harris, John R. "Entrepreneurship and Economic Development," Business Enterprise and Economic Change: Essays in Honor of Harold F. Williamson. Eds. Louis P. Cain and Paul J. Uselding. Kent, OH: Kent State University Press, 1973.

Harris designs an economic model that provides a coherent framework to evaluate entrepreneurship. It avoids a single-factor approach and separately identifies the variables affecting the supply and demand for entrepreneurship. The model incorporates the existence of heterogeneous opportunities, imperfect information, and risk. This framework is used to test a number of hypotheses about the influence of social, political, and economic factors on entrepreneurship in Nigeria.

1977

199. Nafziger, E. Wayne. African Capitalism: A Case Study in Nigerian Entrepreneurship. Stanford, CA: Hoover Institution Press, 1977.

Nafziger provides an excellent overview of the theoretical and research literature on entrepreneurship, especially concerning its role in the economic development of less developed countries.

1978

200. Broehl, Wayne G., Jr. The Village Entrepreneur: Change Agents in India's Rural Development. Cambridge, MA: Cambridge University Press, 1978.

Broehl develops and utilizes an entrepreneurial system model that provides a guideline for analyzing the entrepreneur's actions in an interdisciplinary context. The model is used to evaluate the behavior of entrepreneurs in rural villages in India.

201. Leff, Nathaniel H. "Industrial Organization and Entrepreneurship in Developing Countries: The Economic Groups," Economic Development and Cultural Change, Vol. 26, No. 4, July 1978, pp. 661-75.

Leff brings attention to a specific type of industrial organization in developing countries which economizes the available entrepreneurial resources. It is a forward and backward integration of independent businesses that provide similar services as do Leibenstein's entrepreneurs in dealing with market imperfections. (See entry #27.)

1979

202. Birch, David L. The Job Generation Process. Cambridge, MA: M.I.T. Program on Neighborhood and Regional Change, 1979.

Birch claims that 66 percent of total jobs generated between 1960 and 1975 were in firms of 20 employees or fewer. This publication set off a wave of research on the contributions of small businesses to employment growth. He uses Dun and Bradstreet data and looks at the variation of job loss and creation among firms of differing size and ownership characteristics.

203. Leff, Nathaniel H. "Entrepreneurship and Economic Development," Journal of Economic Literature, Vol. 17, Mar. 1979, pp. 46-64.

Leff treats entrepreneurship as the capacity for innovation and expansion in new markets, products, and techniques. The entrepreneur has superior information and imagination which reduce the risks and uncertainties of new opportunities. Entrepreneurship in less developed countries provides services which would not otherwise be supplied due to incomplete and imperfect markets. In addition, the author discusses special conditions affecting risk and uncertainty which change the level of entrepreneurs' contribution to growth.

204. Pierce, Neal R., and Jerry Hagstrom. "Aiding Entrepreneurs--A New Approach to the Old War on Poverty," National Journal, Vol. 11, Aug. 25, 1979, pp. 1406-9.

The authors recount the history and philosophy of the Kentucky Highlands Investment Corporation, a successful venture capitalists' organization. They describe the process Kentucky Highlands uses to help entrepreneurs and the problems encountered in applying those methods to other parts of the country.

1980

205. Garn, Harvey A., and Larry Ledebur. "The Renaissance of Concern for Small Business Enterprise in the United States," Urban Institute Working Paper, Vol. 1355-1, Feb. 22, 1980.

Garn addresses the importance of small businesses in economic development. He looks at businesses of 0 to 99 employees and compares them to larger firms on the basis of employment generation, value added per employee, change in value added per employee, and capital expenditures per employee.

206. Timmons, Jeffry A., Wayne G. Broehl, Jr., and Joseph M. Frye, Jr. "Developing Appalachian Entrepreneurs," Growth and Change, Vol. 11, No. 3, 1980, pp. 44-50.

Kentucky Highlands Investment Corporation offers an innovative program called Building Business in Southeast Kentucky. The program provides technical business support and possible financial help to indigenous entrepreneurs who want to start or expand a business. (See entry #204.)

207. Vesper, Karl H. New Venture Strategies. Englewood Cliffs, NJ: Prentice-Hall, 1980.

Vesper provides a comprehensive introductory text for both researchers and potential entrepreneurs. He covers perspectives on entrepreneurship, success and failure factors, career departure points, sources and evaluation of venture ideas, entries into markets, and acquisitions.

1981

208. Birch, David L. "Who Creates Jobs?" The Public Interest, No. 65, Fall 1981, pp. 3-14.

Birch discusses the different ways that an establishment can affect an area's employment. In addition, he examines the nature of the firms that replace jobs lost elsewhere in an economic area.

209. ____________. "Generating New Jobs: Are Government Incentives Effective?" Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 10-16.

Birch reviews his earlier study which claimed that two-thirds of new jobs result from firms of fewer than 20 employees. He presents policy implications based on his review. (See entry #202.)

210. Daniels, Belden, Nancy Barbe, and Beth Seigel. "The Experience and Potential of Community-Based Development," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 176-85.

The authors define economic development as a community-oriented process by which members of society, through collective action, increase the level of their material and social well-being over time. They describe the goals, needs, strategies, constraints, future, and economic development efforts of community development organizations.

211. ____________, Nancy Barbe, and Harry Liertzman. "Small Business and State Economic Development," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 42-49.

The authors present a comprehensive development strategy for States to follow in helping small businesses through intervention into capital markets by the States in order to stimulate new economic activity.

212. DeFrantz, Anita L., and Robert Friedman. "Transfer Payment Reinvestment: Distributing Opportunity Along with Income," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 342-55.

DeFrantz and Friedman suggest that transfer payments could be reinvested in enterprises that would employ the unemployed and other recipients of transfer payments. This could be an alternative source of funding for small businesses as well as a partial solution to unemployment.

213. Hansen, Derek "Pete". "Revitalizing the American Economy Through Entrepreneurial Expansion--A Program Policy Guideline (Part Two)," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 217-42.

The author critiques existing Small Business Administration programs such as the Small Business Investment Corporation and the Minority Enterprise Small Business Investment Corporation, and makes suggestions for their improvement. He also discusses the potential benefits resulting from the creation of Loan Loss Reserve programs, the National Energy Finance Insurance Corporation, and the Business and Industrial Development Corporation. (See entry #88.)

214. Joe, Tom, and Timothy Eckels. "Enterprise Development as an Employment Strategy for Welfare Recipients," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 426-39.

The authors propose changes in public assistance programs that would help recipients find employment or entrepreneurial opportunities. These include elimination of work disincentives, guarantees against loss of benefits, reduction of inadequate and inequitable coverage, and recognition of the diversity of the recipient population. Programs discussed include Work Incentive and Aid to Families with Dependent Children.

215. Kanahele, George S. "Entrepreneurship Development as a Tool of Employment Policy," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 417-25.

Kanahele explains how the Hawaii Entrepreneurship Training and Development Institute identifies and trains potential entrepreneurs. The institute's program has three phases, which are recruitment, training, and implementation.

216. Pierce, Neal R. "Local Private-Public Enterprise--Context and Trends," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 166-75.

Pierce builds a case for encouraging the formation of small enterprises and of mixed public and private enterprises, such as Community Development Corporations (CDC's). He describes several CDC's and outlines their needs.

217. ____________, and Carol Steinbach. "Reindustrialization on a Small Scale--But Will the Small Business Survive?" Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 4-9.

The authors review Birch's famed study, which claims that two-thirds of new jobs are found in firms with fewer than 20 employees (see entry #202), as a backdrop for their discussion on the survivability of small businesses. They focus on the problems that small businesses have obtaining capital and describe the role of Community Development Corporations.

218. Pryde, Paul L. "Human Capacity and Local Development Enterprise," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 521-33.

Pryde describes the skills, motivations, and talents needed by managers of successful local enterprises. These characteristics include a disposition to accept new ideas and methods, a need to achieve, an ability to perceive market opportunities, and a capacity to meet resource needs. He feels successful managers can be trained and suggests a training approach.

219. ____________, and Steven Davidson. "Tax Policy, New and Small Enterprises and Economic Development," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 265-80.

Pryde and Davidson discuss the tax system as a tool to aid new and small businesses by improving internal cash flow and providing greater access to capital. They cover risk/return relationships, integration of personal and corporate income tax systems, and tax incentives in low-income areas.

220. Shapero, Albert. "Entrepreneurship: Key to Self Renewing Economies," Economic Development Commentary, Vol. 7, Apr. 1981, pp. 19-23.

Shapero discusses the role of small business or entrepreneurship in adding to the resilience and adaptability of the U.S. economy. His discussion targets a lay audience.

221. ____________. "The Role of Entrepreneurship in Economic Development at the Less-Than-National Level," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 25-35.

Shapero attempts to close the gap between generalized statements of goals and actual operational programs for economic development at the local or regional levels. He describes the benefits of a successful local program to support company formation and outlines the phases of technical company formation in an area. He finishes with a discussion of the elements of an entrepreneurial development program. These include attracting small and diverse companies to a region, generating new company formation, and providing the industrial setting which enables new companies to form and survive.

222. Vaughan, Roger J., and Peter Bearse. "Federal Economic Development Programs: A Framework for Design and Evaluation," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 307-29.

Vaughan and Bearse look at economic development as a complex and dynamic strategy which includes small businesses and entrepreneurship. They merge theory and research results with the reality of market imperfections and develop a framework for designing national economic development programs.

223. Zupnick, Jan W., and Stacy Katz. "Profiles in New Enterprise and Economic Development," Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development. Eds. Robert Friedman and William Schweke. Washington, DC: The Corporation for Enterprise Development, 1981, pp. 494-520.

The paper describes the history and services of eight model organizations which assist new enterprise development. The organizations are: (1) Venture Founders Corporation of Waltham, MA, (2) the Entrepreneurial Institute of Worthington, OH, (3) the Small Business Development Center of the University of Georgia in Athens, GA, (4) Control Data Corporation/Business and Technology Centers in Minneapolis, MN, (5) Smaller Business Association of New England in Waltham, MA, (6) American Women's Economic Development Corporation in New York City, (7) Delta Foundation of Greenville, MS, and (8) Chicago Economic Development Corporation.

1982

224. Armington, Catherine, and Marjorie Odle. "Sources of Recent Employment Growth 1978-80." Paper presented at the Second Annual Small Business Research Conference, Bentley College, Waltham, MA, Mar. 11-12, 1982, revised June 1982.

Armington and Odle use Dun and Bradstreet microdata files to evaluate the contributions made to national employment growth and decline by various size businesses for 1978-80. They found small businesses, those with fewer than 100 employees, employed almost 36 percent of the labor force. Small businesses also accounted for more net employment change than did large businesses in the West North Central, Mid-Atlantic, and South Atlantic Census divisions.

225. ____________, and Marjorie Odle. "Small Business--How Many Jobs?" The Brookings Review, Vol. 1, No. 2, Winter 1982, pp. 14-7.

The authors look at the contribution of small businesses to net job growth. They use microeconomic data for more than 5 million establishments. The data were derived from Dun and Bradstreet files for 1978 and 1980. Small businesses accounted for 36.6 percent of employment in new firms created in the period and for 47.1 percent of employment in firms that failed or closed.

226. Hutt, Roger W., and Timothy S. Mescon. "Classifying Ventures in the Service Sector," Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 25-38.

Hutt and Mescon give an overview of the recent growth of the service sector, its impact on the U.S. economy, and the service classification schemes currently in use. They offer a new method of classifying new service ventures which focuses on the implications for prospective entrepreneurs.

227. Kent, Calvin A. "Entrepreneurship in Economic Development," Encyclopedia of Entrepreneurship. Ed. Calvin A. Kent. Englewood Cliffs, NJ: Prentice-Hall, 1982, pp. 237-56.

Kent discusses entrepreneurship in theories of economic growth over the past 50 years, emphasizing the roles of the profit motive and planning processes in economic action.

228. Malizia, Emil, and Sarah Rubin. "New Strategies for Rural Economic Development," Carolina Planning, Vol. 8, No. 1, Summer 1982, pp. 39-46.

Malizia and Rubin interviewed staff members of local development organizations and State officials to identify development strategies used in rural areas. They describe industrial expansion, small business development, and other enterprise development strategies.

229. Schell, Douglas W. "Entrepreneurial Implications of the Small Business Investment Incentives Act," Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 270-87.

The Small Business Investment Incentives Act of 1980 called for the establishment of Business Development Corporations. Schell discusses why the act has met with resistance and therefore has been ineffective. He proposes future research to determine the reasons for this resistance, to design new institutional forms which could provide sources of venture capital, and to evaluate whether changes in tax laws could promote small business investment.

230. Wetzel, William E., Jr. "Project I-C-E: An Experiment in Capital Formation," Frontiers of Entrepreneurship Research: Proceedings of the 1982

Entrepreneurship Research Conference. Ed. Karl H. Vesper. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982, pp. 335-57.

I-C-E (innovation-capital-entrepreneurship) is a joint venture developed by the Whittemore School of Business and Economics at the University of New Hampshire and the Massachusetts Technology Development Corporation. I-C-E helps to bring promising technological ventures together with risk capital investors.

1983

231. Freedman, Ann E. "New Technology-Based Firms: Critical Location Factors," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 478-94.

This paper evaluates the potential of a specific region as a spawning ground for new enterprise using the Philadelphia metropolitan area as the example. The research consists of three parts: (1) a literature review, (2) a comparison of national employment growth in technology-based industries with employment change in Philadelphia, and (3) extensive interviews with chief executive officers of technology-based companies in Philadelphia to determine their location decisions.

232. Hisrich, Robert D., and Candida Brush. "The Woman Entrepreneur: Implications of Family, Educational, and Occupational Experience," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 255-70.

Hisrich and Brush report on their nationwide survey of 468 women entrepreneurs. Although there were few differences between male and female profiles, the authors highlighted the differences so programs that would best benefit women entrepreneurs can be developed.

233. Hoy, Frank. "A Program for Rural Development from Inception through Implementation," Journal of Community Development, Vol. 14, No. 2, 1983, pp. 33-48.

Hoy describes a pilot program for rural development established by the Texas Agricultural Extension Service. He includes the research findings which led to that program's inception. In this research, managers and owners of small, nonmetropolitan manufacturing and retail firms were surveyed to discover levels of organizational effectiveness and problem-solving styles. The results were used to design an assistance program which would encourage enterprise development as well as reduce failures of small businesses in rural communities.

234. Kendrick, John W. "Entrepreneurship, Productivity, and Economic Growth," Entrepreneurship and the Outlook for America. Ed. Jules Backman. New York: The Free Press, 1983, pp. 111-48.

Kendrick identifies the variables affecting productivity and concentrates on those factors in which entrepreneurship plays an important role. Among the factors of productivity discussed are resource allocation, capital formation, and application of new knowledge to production techniques.

235. Kirchhoff, Bruce A. "Selling the Small Business Innovation Development Act: Educational Entrepreneurship," Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983, pp. 468-77.

The Small Business Innovation Development Act of July 22, 1982, requires Federal agencies with research and development budgets over $100 million to use a certain percentage of their funds to procure innovation research from small businesses. The purpose of the act is to stimulate economic development, which the author claims is not being achieved because of poor promotion. He also describes the favorable results of a workshop he gave in Nebraska explaining the act.

236. Pulver, Glen C. "Elements of a Comprehensive Community Economic Development Strategy," Proceedings of the Community Economic Development Strategies Conference. Eds. Ron Shaffer, and others. Ames, IA: North Central Regional Center for Rural Development, Iowa State University, 1983, pp. 51-60.

Pulver discusses the change in the U.S. economy from production of goods to production of services and the implications of this change for community development. He identifies five sources of change in a community's income and employment, and works these into a comprehensive development framework. The effect of a community's choice of development strategies will depend on its goals, values, and resources.

237. Shapero, Albert. "Entrepreneurship," Proceedings of the Community Economic Development Strategies Conference. Eds. Ron Shaffer, and others. Ames, IA: North Central Regional Center for Rural Development, Iowa State University, 1983, pp. 115-35.

Shapero claims that the entrepreneurial event is easier than entrepreneurship to define and research. He defines the entrepreneurial event and proceeds with a discussion of the role of entrepreneurship in long-term development. (See entry #62.)

238. Storey, D.J. (ed.). The Small Firm: An International Survey. New York: St. Martin's Press, 1983.

This book brings together a group of studies on small firms in developed and less developed countries, and the potential of small firms for contributing to national wealth and employment. The United States, Japan, the United Kingdom, Australia, Germany, Sweden, Southeast Asia, and Africa are the areas studied.

239. Vesper, Karl H. Entrepreneurship and National Policy. Chicago: Heller Institute for Small Business Policy Papers, 1983.

Vesper defines entrepreneurship as the act and process of creating a new business. He discusses the local benefits from new companies and the startup process. In addition, he proposes an evolutionary approach to national policies to promote entrepreneurship.

1984

240. Birley, Sue. "New Firms and Job Generation in St. Joseph County," Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984 pp. 232-247.

This is the first part of an extensive study on the contribution of new and old firms to employment gains and losses from 1977 through 1982 in St. Joseph County, Indiana. New firms were found to play a significant role in employment generation. (See entries #142 and #157.)

241. Coffey, William J., and Mario Polèse. "The Concept of Local Development: A Stages Model of Endogenous Regional Growth." Presented at the Twenty-third European Congress of the Regional Science Association, Papers of the Regional Science Association, Vol. 55, 1984, pp. 1-12.

The authors define local development as simply a type of regional development. They feel endogenous factors are important in local development. They propose a model of local entrepreneurship with these stages: (1) emergence of local entrepreneurship, (2) 'take-off' of local enterprises, (3) expansion of these enterprises beyond the local region, and (4) achievement of a regional economic structure that is based upon local initiatives and locally created comparative advantages. The theoretical and empirical foundations of this model are examined with an emphasis upon the roles of the entrepreneur and human capital in the process of economic growth.

242. Schaub, James D. "New and Expanding Firms Provide New Jobs in Rural Georgia," Rural Development Perspectives, Vol. 1, No. 1, Oct. 1984, pp. 26-9.

The author presents case studies of new firms in 10 southern Georgia counties from 1976 to 1981. The studies compare jobs created and wages paid in large versus small firms. Jobs are created in nearly equal numbers by new and existing firms, with large rather than small establishments providing more of the new jobs. Most new jobs are low-paying service sector jobs.

243. Wetzel, William E., Jr. "Venture Capital Network, Inc.: An Experiment in Capital Formation," Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984, pp. 111-25.

Wetzel discusses the Venture Capital Network, Inc. (VCN), a private sector program that helps supply informal risk capital to entrepreneurs in New Hampshire. VCN is a nonprofit affiliate of the Business and Industry Association of New Hampshire and is managed by the University of New Hampshire's Small Business Development Program. (See entry #247.)

244. Wisconsin Department of Development, Division of Policy Development. The Job Generation Process in Wisconsin: 1969-1981, Executive Summary. Dec. 1984.

This summary provides a complete description of a two-part study on the relationship of business size, industrial sector, organizational structure, and the location of corporate headquarters to the creation or loss of jobs in Wisconsin. The first part of the study uses Dun and Bradstreet data and the second part uses more comprehensive data from Wisconsin's unemployment compensation records.

1985

245. Berger, Renee, and Diane Rooney. "Public/Private Partnerships Thrive in Small Cities," Public Management, Vol. 67, No. 12, Dec. 1985, pp. 6-7.

Berger and Rooney describe a program which assesses the environment for public and private sector partnerships in small cities under 50,000 in population. They present results of pilot programs in the four cities of Albany, Oregon; Morganton, North Carolina; Richfield, Minnesota; and Yankton, South Dakota. (See entry #253.)

246. Block, John. "City of Lewiston, Idaho--Lewis Clark Economic Development Corporation," Public Management, Vol. 67, No. 12, Dec. 1985, pp. 15-6.

Block tells the story of the Lewis Clark Economic Development Corporation in Lewiston, Idaho, a town dependent on the Potlatch Corporation. The development corporation was formed to counter massive layoffs by Potlatch and improve the economic resiliency and diversification of Lewiston, Idaho and Clarkston, Washington.

247. Foss, Dennis C. "Venture Capital Network: The First Six Months of the Experiment," Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Eds. John A. Hornaday, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985, pp. 314-24.

This article is an update on the Venture Capital Network (VCN) run jointly by the University of New Hampshire and the Business and Industry Association of New Hampshire. VCN is a nonprofit computer network that brings together entrepreneurs and investors. It began in May 1984. The author surveys all who joined VCN in its first 6 months of operation to determine its initial effectiveness. (See entry #243.)

248. Gregerman, Alan S. "Building an Effective Enterprise Development Strategy," Public Management, Vol. 67, No. 12, Dec. 1985, pp. 8-10.

Gregerman reports on the troubles encountered with economic development schemes and describes the elements necessary for a balanced enterprise promotion strategy. He also discusses those factors that combine to give one place a competitive advantage over another.

249. Miller, James P. "Rethinking Small Business as the Best Way to Create Rural Jobs," Rural Development Perspectives, Vol. 1, Issue 2, Feb. 1985, pp. 9-12.

Miller tempers the enthusiasm for encouraging small business growth in rural areas by presenting information on the relatively poor job growth capabilities and stability of new independent businesses. He finds more than one-half of new rural jobs are created by branch plants of large corporations. Also, new firms, many of which fail in the first 5 years of operation, create less than one-third of new rural jobs.

250. O'Neill, Hugh. Creating Opportunity: Reducing Poverty Through Economic Development. Washington, DC: The Council of State Planning Agencies, 1985.

O'Neill takes a policy-oriented approach in examining the potential of harnessing the entrepreneurial talent of the unemployed. He suggests that this policy should be part of a comprehensive plan to reduce poverty and promote economic development.

251. Pulver, Glen C. "Encouraging Rural Entrepreneurship." Paper presented at The Rural Missouri 1995 Symposium, Columbia, MO, Sept. 26, 1985.

Pulver sees the role of rural entrepreneurs as economic buffers with the "potential to absorb abrupt changes in the economic, social, and political environment and bounce back." He discusses policies to encourage rural entrepreneurial activity.

252. Reese, Jim. "Public/Private Cooperation in Rock Hill, South Carolina," Public Management, Vol. 67, No. 12, Dec. 1985, pp. 14-5.

Community leaders responded to continued decline in the textile industry by forming the Rock Hill Economic Development Corporation. This article studies the Rock Hill, South Carolina, case of promoting economic development through a local development corporation.

253. Rooney, Diane. "Putting an ICMA Project into Action," Public Management, Vol. 67, No. 12, Dec. 1985, pp. 18-21.

The article outlines a local enterprise development program initiated in the fall of 1984 in four pilot cities. Workshops were held for the city officials and action plans were developed for each city's projects. (See entry #245.)

254. Schweke, William. "Why Local Governments NEED an Entrepreneurial Policy," Public Management, Vol. 67, No. 12, Dec. 1985, pp. 3-6.

Schweke argues for the involvement of local governments in generating new jobs through entrepreneurial policies. He bases his arguments on the nature of the changing U.S. economy. In addition, Schweke discusses how capital, management, labor, and markets can block economic development.

255. Seymour, Thomas J. "A Practical Approach to Business Retention," Public Management, Vol. 67, No. 12, Dec. 1985, pp. 17.

Seymour outlines the business retention program begun in DeKalb, Illinois, in 1981. The program's objectives are to identify and help resolve problems in a business to prevent its closure, to help businesses that want to expand, and to incorporate the interests of local businesses into city planning.

256. Stapleford, John E., Omar J. Borla, and Joan McDuffie. Opportunities for Minority Entrepreneurs in Sussex County, Delaware. Bureau of Economic and Business Research, Newark, DE: University of Delaware, Dec. 1985.

To help potential minority entrepreneurs, the Bureau of Economic and Business Research in Sussex County, Delaware, analyzes data from the Census Bureau's County Business Patterns and determines which business types are thriving, which are maintaining, and which are stagnating.

257. Steinbach, Carol. "Europeans Are Giving Unemployed an Opportunity to Become Entrepreneurs," National Journal, Mar. 9, 1985, pp. 527-9.

Steinbach outlines some European programs which help the unemployed finance their own businesses. These programs include Britain's Enterprise Allowance Scheme and France's Chomeurs Createurs. Counterpart programs in the United States are the Women's Economic Development Corporation of St. Paul, Minnesota, Hawaii's Entrepreneurship and Development Institute, and Washington, DC's Self Sufficiency Project.

258. Timmons, Jeffry A., Lenard E. Smollen, and Alexander L.M. Dingee, Jr. New Venture Creation: A Guide To Entrepreneurship. Second edition. Homewood, IL: Richard D. Irwin, 1985.

This article is a comprehensive guide for the establishment of a new venture, complete with sources for additional aid and information from the public and private sectors. This would be useful for people involved in programs to encourage small business startups as well as potential entrepreneurs.

259. U.S. Small Business Administration. Directory of State Small Business Issues: Looking Toward the Future. Oct. 1985.

While this book touches on small business policy issues, such as financing, taxation, and procurement, its main focus is State small business development strategies. These include venture capital programs, education and training programs, and incubators. The book includes a directory of contact people for those who may want further information on specific programs.

260. Vaughan, Roger, Robert Pollard, and Barbara Dyer. The Wealth of States. Washington, DC: Council of State Planning Agencies, 1985.

This insightful and informative book addresses the role of State government policy in fostering entrepreneurial growth. It stresses the need to incorporate educational policy into economic development plans and the importance of maintaining and improving publicly owned capital.

1986

261. Fitzgerald, Joan, and Peter B. Meyer. "Recognizing Constraints to Local Economic Development," Journal of Community Development Society, Vol. 17, No. 2, 1986, pp. 115-26.

The authors discuss the constraints on local economic development resulting from increased concentration of capital and extralocal linkages. The authors distinguish between development in the community and development of the community.

262. Hobbs, Daryl. "Entrepreneurship as a Development Strategy for Rural Communities." Paper presented at the Annual Agricultural Outlook Conference, Washington, DC, Dec. 3, 1986.

Hobbs argues that encouraging entrepreneurship is a better rural development strategy than is encouraging firm relocations. He discusses the needs of rural entrepreneurs and how rural communities can encourage entrepreneurship by meeting these needs. Services like reliable telephone and electrical systems, overnight package delivery, venture capital, and linkages with sources of technology, information, and technical assistance are some of the rural entrepreneur's needs.

263. Malecki, Edward J. "Entrepreneurship and Regional Development: A Preliminary Assessment of the Issues." Paper presented at the North American Meetings of the Regional Science Association, Columbus, OH, Nov. 1986.

Malecki provides a comprehensive review of the literature on entrepreneurship and small businesses and follows with an examination of local economic development policies. He concludes with suggestions for policies that would encourage entrepreneurship.

264. Pulver, Glen C. "Economic Growth in Rural America," New Dimensions in Rural Policy: Building Upon Our Heritage. Washington: U.S. G.P.O., Supt. of Docs., Congressional Sales Office. June 1986, pp. 491-508.

Pulver discusses the economic restructuring of rural America in the face of the farm crisis and foreign competition in goods-producing industries. He differentiates between rural economic development policy and farm policy and suggests several nonfarm economic development strategies. The major suggestion is encouraging new business formation.

265. Reynolds, Paul D. "Organizations: Predicting Contributions and Survival," Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Eds. Robert Ronstadt, and others. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986, pp. 594-609.

Reynolds evaluates those factors which may influence a new firm's survival and contribution to society using a cross-industry sample of 551 Minnesota firms. He looks at startup rates, growth rates, age of firm, sales, employment, industry sector, and developmental patterns.

1987

266. Bernier, Robert E., and Dale R. McKemey. "Entrepreneurial Excavating: A Case Study in Rural Business Development," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 46-56.

The authors outline the process they call "entrepreneurial excavating," promoting potential business opportunities in rural areas. They describe the successful use of this process in Grant, Nebraska, a small town of 1,099 people.

267. Birch, David L. Job Creation in America. New York: The Free Press, 1987.

Birch paints a new portrait of the American economy based on his claim that small companies of fewer than 20 employees create 66 percent of all net new jobs. He also discusses which types of businesses are growing, where they are located, what factors influence where new careers will develop, and how the American worker can best adapt to the economy. (See entry #202.)

268. Bluestone, Herman. "Some Thoughts on Development Strategies for Rural America." Paper presented at the 12th Annual Conference of the National Association for Equal Opportunity in Higher Education, Washington, DC, April 9-12, 1987.

Bluestone reviews the long-term patterns of change in rural employment and income, recent changes in employment, and differences between rural and urban growth processes. He critiques common rural development strategies and suggests a comprehensive policy which includes entrepreneurship.

269. Cartwright, John M. "TVA's Commercial Business Assistance Program," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 70-2.

This is a brief overview of the Tennessee Valley Authority's assistance to businesses in the service sector through its Commercial Business Assistance Program. The program provides assistance in both planning and implementation of specific projects in small communities.

270. Downen, M. Lloyd, Robert E. Bernier, and Robert L. Wolf. "Entrepreneurship as a Strategy for Dealing With Farm Stress," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 73-6.

The authors describe the Tennessee MANAGE program, which is designed to save family farms by helping farmers establish small businesses. They describe the nature of their clients as well as the program.

271. Fox, William F., and others. Entries and Exits of Firms in the Tennessee Economy 1980-85. Center for Business and Economic Research, College of Business Administration, University of Tennessee, May 1987.

Using data derived from the Tennessee State Department of Employment Security files, the authors describe business entries and exits for the years 1980-85. They analyze variations in entries and exits according to industry, location, and size of the firm. The authors find business entries to be more sensitive to national business cycles than are exits. The number of new businesses grew in each year except 1985, and the compound annual growth rate for the period was 3.8 percent.

272. Friedman, Robert E. "The Role of Entrepreneurship in Rural Development." National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 1-6.

Rejecting traditional notions of what makes for a good business climate, Friedman demonstrates that the States that are doing best economically are those that are investing heavily in their people. This is followed by a list of policies needed for a vital entrepreneurial economy. The author suggests that the economic problems conventionally seen as constraints on entrepreneurship in rural areas can also be viewed as positive factors for entrepreneurship.

273. Harrison, Bennett, and Sandra Kanter. "The Political Economy of States' Job-Creation Business Incentives," Journal of the American Institute of Planners, Oct. 1987, pp. 424-35.

The article critiques tax credits, subsidized loans, and other business incentives that States use to promote economic growth, by reviewing studies that show the shortcomings of such policies.

274. Hobbs, Daryl. "Enterprise Development: Is It a Viable Goal for Rural Communities?" National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 83-92.

The large-scale factory relocations, population turnaround, and tourism of the 1970's yielded only short-term benefits to rural areas. Hobbs addresses the need for quality, long-term rural economic development. He proposes that small businesses can provide rural areas with a much needed source of stability. He discusses policies that could aid rural enterprise development but stresses that enterprise development is not a panacea.

275. Kirchhoff, Bruce A., and Bruce D. Phillips. "The Effect of Firm Formation and Job Creation in the U.S.," Journal of Business Venturing, Dec. 28, 1987.

The authors look at the contributions of small businesses to employment growth in the United States from 1970 to 1985 and contrast them to Europe. In addition, they describe the Small Business Data Base developed by the U.S. Small Business Administration to facilitate dynamic analysis.

276. Kuennen, Daniel S., and John E. Stapleford. "Developing and Implementing Effective Entrepreneurship Programs," National Rural Entrepreneurship Symposium, Knoxville, TN Feb. 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 29-38.

Kuennen and Stapleford describe Delaware's Small Business Development Center (SBDC) and the processes it uses to develop its entrepreneurship programs and implement them. They give examples of the SBDC's efforts in nonmetropolitan Sussex County, Delaware.

277. Miller, James P. Recent Contributions of Small Businesses and Corporations to Rural Job Creation. Staff Report No. AGES-861212. U.S. Department of Agriculture, Economic Research Service, Feb. 1987.

Miller describes what kind of firm generated jobs in rural areas from 1976 through 1980, a period of rapid employment growth in the United States. Independent rural businesses accounted for 31 percent of the net increase in private nonfarm jobs and multiestablishment firms accounted for 68 percent. New firms in operation less than 5 years had a net job creation rate of 76 percent.

278. Nathanson, Neal W. "Financing Small Business: Addressing the Needs of Local Entrepreneurs," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 102-9.

The financial needs of rural entrepreneurs are the focus of this paper. Nathanson discusses the types of capital needed, the effects of incentives on businesses, and the difficulty of securing capital in rural areas. He finishes with a detailed description of two financial strategies: (1) risk reduction through guarantees and subordinated loans and (2) reduction of borrower servicing costs through interest rate buydowns, tax-exempt financing, blending of rates, and equity supplements.

279. Popovich, Mark G., and Terry F. Buss. Rural Enterprise Development: An Iowa Case Study. Council of State Policy and Planning Agencies (CSPA) Working Paper, Washington, DC: CSPA, 1987.

Popovich and Buss report on their study of successful new business formations in Iowa and their impact on employment in four remote, nonmetropolitan Iowa counties. They found a significant level of entrepreneurial activity despite underlying economic strains in both farming and manufacturing industries. The analysis employed the State's unemployment insurance files and telephone surveys of 300 new enterprises in the 4 counties. The survey obtained information on the characteristics of new rural enterprises, their owners, and constraints on their formation and operation.

280. Pulver, Glen C. "Fitting Entrepreneurship into Community Development Strategies," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 93-101.

Pulver discusses entrepreneurship's role in a comprehensive economic development strategy. The entrepreneurial part of the economy is a source of an ability to adapt to economic change rather than only a source of employment and income.

281. Reid, J. Norman. "Commercial Business Development Strategies: Views of Program Administrators," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug 1987, pp. 77-9.

Reid discusses three aspects of designing and implementing business development programs: (1) modes of operation, (2) the industry focus, and (3) assessment of a community's demand for businesses.

282. ____________. "Entrepreneurship as a Community Development Strategy for the Rural South." Paper presented at The Rural South in Crisis: Challenges for the Future, a conference sponsored by the Southern Rural

Development Center, Atlanta, GA, May 19, 1987. Reprinted as Chapter 20 of *The Rural South in Crisis: Challenges for the Future*. Ed. Lionel J. Beaulieu. Boulder, CO: Westview Press, 1988, pp. 325-43.

The rural South is the setting for this overview of small business creations and employment. Reid uses Dun and Bradstreet data to examine the factors that explain the diversity of entrepreneurial activity across communities as well as the implications of choosing entrepreneurship strategies for community development.

283. Reynolds, Paul D., and Steve Freeman. *1986 Pennsylvania New Firm Survey, Volumes 1,2,3,4, Executive Summary*. Philadelphia: Snider Entrepreneurial Center, The Wharton School, University of Pennsylvania. Prepared under contract for the Appalachian Regional Commission, Washington, DC, Jan. 1987.

The authors administered a 16-page questionnaire to a sample of 1,534 Pennsylvanian business owners whose firms started between 1979 and 1984. The sample was drawn from the 1985 Dun and Bradstreet Market Identifier files. The study concentrates on the birth, development, and contribution of new firms based on ownership characteristics, industry type, and market environments. The authors conclude with a discussion of the policy implications of the research.

284. Saylor, Mary C. "Home Based Entrepreneurship," *National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987*. Eds. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 59-69.

Saylor examines entrepreneurs working from their homes in rural Pennsylvania and identifies the personal qualities they need to succeed. She provides examples of successful home businesses and describes programs and services provided by the Pennsylvania Extension Service.

285. Stark, Nancy T. "Harvesting Hometown Jobs," *National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987*. Ed. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 130-1.

The article briefly discusses the seven strategies identified by the National Association of Towns and Townships that encourage entrepreneurship and the building of stronger local economies. This information is available on videotape. Contact The National Association of Towns and Townships, 1522 K St. NW, Suite 730, Washington, DC 20005.

286. Sweeny, G.P. *Innovation, Entrepreneurs, and Regional Development*. New York: St. Martin's Press, 1987.

Sweeny attempts to find the basis for self-generated growth on a regional basis. Each regional economy has a different entrepreneurial potential to create wealth. This potential depends on the size of the small-firm sector, in contrast to the dominance of large firms and to the number of the self-employed. Sweeny explains these relationships in some detail.

287. Teitz, Michael B. "Planning for Local Economic Development: The Role of Small Business," *Town Planning Review*, Vol. 58, No. 1, 1987, pp. 5-18.

Teitz places the strategy of small business development into the larger context of local economic development and city planning. He surveys over 400 public and quasi-public organizations in California that deliver services to small firms. Based on results of his survey, he finds that the service delivery of these organizations is inadequate and that they contribute little to development policies that would affect small firms.

288. Wolf, Robert L. "Operation Fresh Start: A Strategy for Restoring Hope, Faith, and the Entrepreneurial Spirit in the Heartland," National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. Ed. Beth Walter Honadle and J. Norman Reid. SRDC series No. 97. Southern Rural Development Center, Aug. 1987, pp. 39-46.

Wolf tells about Operation Fresh Start, a self-employment training program in Indiana for displaced farmers. The goal of the program is to train farmers who lost their land for self-employment and small business ownership. It is a 14-step program that includes workshops on writing business plans, financing, sales, organization, and market strategy. He presents success stories of several participants in Operation Fresh Start.

1988

289. Brown, David L., J. Norman Reid, Herman Bluestone, David A. McGranahan, and Sara M. Mazie (eds.). Rural Economic Development in the 1980's: Preparing for the Future. RDRR-69. U.S. Department of Agriculture, Economic Research Service, Sept. 1988.

Commissioned by the Senate Appropriations Committee, the Economic Research Service reports on the state of the rural economy and the alternative policy measures that may be used to deal with slow job growth, high unemployment, outmigration, and underdeveloped human resources. The report consists of 17 chapters relating to different aspects of the rural economic situation.

290. Frederick, Martha. "Directions in Rural Entrepreneurship: Insights Gained From a Review of the Literature." Paper presented at Southern Regional Science Association meetings, Morgantown, WV, Apr. 14-16, 1988.

After reviewing definitions and theories of entrepreneurship, Frederick focuses on what the literature says about environments conducive to entrepreneurship in rural areas. She distinguishes between economic growth and economic development and describes the lack of studies on entrepreneurship's role in economic development.

291. Malecki, Edward J. "New Firm Startups: Key to Rural Growth," Rural Development Perspectives, Vol. 4, Issue 2, Feb. 1988, pp. 18-23.

Malecki discusses the need to encourage entrepreneurship in rural areas, but recognizes the special obstacles facing rural areas. He looks at the capital supply, the entrepreneurial climate, and information networks. He concludes with strategies to encourage rural entrepreneurship.

292. Reid, J. Norman. "Increasing the Effectiveness of Local Government Institutions," The Great Plains of the Future: Symposium Proceedings, November 3-5, 1987. Publication No. 125. Lincoln, NE: Great Plains Agricultural Council, 1988, pp. 233-47.

Reid discusses how community level institutions, especially local governments, can initiate their own economic strategies (self-development). Self-development strategies are seen as ways to slow or stop the decline in the rural Great Plains areas by preserving existing firms and developing new ones.

Comprehensive Sources

1949

293. Research Center in Entrepreneurial History. Change and the Entrepreneur: Postulates and Patterns for Entrepreneurial History. Cambridge, MA: Harvard University Press, 1949.

This volume consists of selected papers presented at the Research Center from 1948-49. Authors include J.A. Schumpeter, "Economic Theory and Entrepreneurial History;" Arthur H. Cole, "Entrepreneurship and Entrepreneurial History;" Leland Jenks, "The Role Structure of Entrepreneurial Personality;" and Thomas C. Cochran, "Role and Sanction in American Entrepreneurial History."

1965

294. Aitken, Hugh G.J. (ed.). Explorations in Enterprise. Cambridge, MA: Harvard University Press, 1965.

This volume is a valuable collection of articles that are widely quoted but difficult to acquire. These include pieces published in Change and the Entrepreneur and in Explorations in Entrepreneurial History. Topics covered include points of view, entrepreneurship in the community, the entrepreneur as an individual, and historical case studies.

1972

295. Cooper, Arnold C., and John L. Komives. Technical Entrepreneurship: A Symposium. Milwaukee: Center for Venture Management, 1972.

These proceedings contain some of the earliest writings on technical entrepreneurship. They cover factors that influence the formation rate of technical companies, the technical entrepreneurship process, research parks and regional development, incubators, the financing of technical companies, and the role of universities in creating technical companies.

1973

296. Schreier, James W., and John L. Komives. A Resource Guide: The Entrepreneur and New Enterprise Formation. Milwaukee: Center for Venture Management, 1973.

This is a partially annotated bibliography which includes citations on definition of the entrepreneur; female and minority entrepreneurs;

historical, psychological, and sociological works on entrepreneurs; startups; small business management; venture capital; business terminations; research and development; and economic development.

1975

297. East-West Center. *Provisional Annotated Bibliography on Entrepreneurship and Small Enterprise Development*. Honolulu: Technology and Development Institute, 1975.

This annotated bibliography was prepared for the Research Planning Workshop, which studied ways of developing entrepreneurial initiatives in rural small towns and low-income urban communities.

298. Schreier, James W., Jeffrey C. Susbauer, Robert J. Baker, William McCrea, Albert Shapero, and John Komives (eds.). *Entrepreneurship and Enterprise Development: A Worldwide Perspective*. Milwaukee: Center for Venture Management, 1975.

This comprehensive book contains the proceedings of the meetings of Project ISEED (International Symposium on Entrepreneurship and Enterprise Development). It contains over 100 papers and presentations. The topics discussed are background information on Project ISEED, definition of the entrepreneur, cross-cultural entrepreneurship, venture capital, public financing of new ventures, training and education for entrepreneurship, government initiatives to support entrepreneurship, measurements in entrepreneurship experiments, the innovation process, sustaining ventures after formation, spinoffs, intracompany entrepreneurship, entrepreneurship in less developed countries and rural areas, and regional development.

1981

299. Friedman, Robert, and William Schweke (eds.). *Expanding the Opportunity to Produce: Revitalizing the American Economy Through New Enterprise Development*. Washington, DC: The Corporation for Enterprise Development, 1981.

Topics covered in this book are the role of new enterprise development in economic revitalization, the context of new enterprise initiatives, the financing of new enterprise development, and the critical elements in new enterprise development.

300. Vesper, Karl H. (ed.). *Frontiers of Entrepreneurship Research: Proceedings of the 1981 Entrepreneurship Research Conference*. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1981.

This is the first in a series of annual conference proceedings of current entrepreneurial research. This edition covers surveys of entrepreneurs, entrepreneurship in other countries, venture capital, government and entrepreneurship, experiments in company formation, individual entrepreneurial experiences, and theories about entrepreneurship.

1982

301. Kent, Calvin A., Donald L. Sexton, and Karl H. Vesper (eds.). Encyclopedia of Entrepreneurship. Englewood Cliffs, NJ: Prentice-Hall, 1982.

The topics discussed in this book are entrepreneurial history, living entrepreneurs, psychology of entrepreneurs, social dimensions and sociology of entrepreneurship, venture creation models, risk capital, venture capital, the relationship between entrepreneurship and small businesses, economic development, innovation, environment for entrepreneurship, entrepreneurship and academia, and future research needs. A commentary follows each chapter.

302. Organization for Economic Co-operation and Development (OECD). Innovation in Small and Medium Firms: Background Papers. Paris: OECD, 1982.

This volume contains a wealth of information about the policies of OECD nations to enhance policies to aid small and medium-sized enterprises. It covers the importance of research and development, technology, firm characteristics, problems in encouraging innovation, product design, management, and financing. The research is complemented by an inventory of government policies to promote innovation in small and medium-sized firms.

303. Vesper, Karl H. (ed.). Frontiers of Entrepreneurship Research: Proceedings of the 1982 Entrepreneurship Research Conference. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1982.

The topics covered are minority and women entrepreneurs, geographical patterns, venture strategies, the venture capital industry, venture capital deals, venture spinoffs from universities, university assistance, and entrepreneurial education and careers.

1983

304. Backman, Jules (ed.). Entrepreneurship and the Outlook for America. New York: The Free Press, 1983.

In this book, Backman addresses an overview of entrepreneurship, entrepreneurship in economic theory, entrepreneurial persons in large organizations, management of innovation, and productivity.

305. Hornaday, John A., Jeffry A. Timmons, and Karl H. Vesper (eds.). Frontiers of Entrepreneurship Research: Proceedings of the 1983 Entrepreneurship Research Conference. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1983.

The topics discussed are the background of entrepreneurs, the startup, differentiating entrepreneurs, women entrepreneurs, venture funding, corporate ventures, public policy, and international venture development.

306. Ronen, Joshua (ed.). Entrepreneurship. Lexington, MA: D.C. Heath Co., 1983.

This collection of essays from the Price Institute for Entrepreneurship Studies deals mostly with theory and models of entrepreneurship. It covers innovation, effects of financing opportunities and bankruptcy, the entrepreneurial process, and entrepreneurship under planned economies.

307. Shaffer, Ron, Arnold Bateman, Jan DeYoung, Daryl Hobbs, LeRoy Hushak, Joe Lanham, and Glen C. Pulver (eds.). Proceedings of the Community Economic Development Strategies Conference. Ames, IA: North Central Regional Center for Rural Development, Iowa State University, 1983.

The papers presented at this conference cover economic development of the future, the effects of sociodemographic trends on economic development, elements of a comprehensive community economic development strategy, recruiting of branch plants, retention and expansion of local businesses, and future research needs.

308. U.S. Small Business Administration. The State of Small Business: A Report of the President. Mar. 1983.

This annual report from the Small Business Administration provides extensive information on small businesses in 1982; the role of small businesses in the U.S. economy; small business dynamics and methods for measuring job generation; the role of small businesses in innovation; business formation, and dissolution; and the regulation of small businesses.

1984

309. Hornaday, John A., Fred A. Tarpley, Jr., Jeffry A. Timmons, and Karl H. Vesper (eds.). Frontiers of Entrepreneurship Research: Proceedings of the 1984 Entrepreneurship Research Conference. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1984.

Topics addressed in this volume are venture capital, technologically innovative ventures, spinoffs and incubators, the impact of entrepreneurial ventures, corporate venturing or intrapreneurship, other entrepreneurial ventures, entrepreneurial careers, profiles of founders, and techniques and methods.

310. Kent, Calvin A. (ed.). The Environment for Entrepreneurship. Lexington, MA: D.C. Heath Co., 1984.

This book contains papers expanded from lectures delivered by the authors during the 1982-83 academic year at the Center for Private Enterprise and Entrepreneurship, Hankamer School of Business, Baylor University, Waco, Texas. The subjects covered are the entrepreneurial event, the entrepreneurial process, the fiscal environment, taxes, regulations, patents, and the European entrepreneurial environment.

311. U.S. Small Business Administration. The State of Small Business: A Report of the President. Mar. 1984.

This report looks at the state of small business, the changing industrial sector and size of business, export trade and small business, small business and procurement, minority- and women-owned businesses, the development of the Small Business Data Base, Federal export programs, and Federal procurement from small business.

1985

312. "Symposium on Small Business and Public Policy," Policy Studies Journal, Vol. 13, No. 4, June 1985, pp. 680-779.

This volume contains a collection of articles concentrating on the policy issues relevant to small businesses. General categories include conceptual issues, rate of small business growth, restraints upon small business, regulation, taxation, financing, incentives for small business development, and ethics and social responsibilities of small business.

313. Hornaday, John A., and others (eds.). Frontiers of Entrepreneurship Research: Proceedings of the 1985 Entrepreneurship Research Conference. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1985.

The topics covered in this edition are incubators, venture capital, startup and post-startup years, venture financing, founders, education for startup entrepreneurs, women and minority entrepreneurs, international entrepreneurship, corporate ventures, and intrapreneurs.

314. U.S. Small Business Administration. The State of Small Business: A Report of the President. May 1985.

The Small Business Administration discusses the state of small businesses, industrial strategies and small firms, the effect of deregulation on small business, small business financing, changing patterns in employee benefits, women- and minority-owned businesses, and procurement. They also include an update on their small business data base.

1986

315. Ronstadt, Robert C. Entrepreneurship Bibliography. Dover, MA: Lord, 1986.

Over 900 entries, most written since 1980, are included in this bibliography. It is comprehensive, but contains no annotations. Both academic and popular press serve as sources for this bibliography. The citations are divided into the following categories: entrepreneurship references, ventures, personal characteristics of entrepreneurship, and environmental conditions.

316. ____________, John A. Hornaday, Rein Peterson, and Karl H. Vesper (eds.). Frontiers of Entrepreneurship Research: Proceedings of the 1986 Entrepreneurship Research Conference. Wellesley, MA: Center for Entrepreneurial Studies, Babson College, 1986.

The format of the conference proceedings is changed for this edition. Instead of only full articles, abstracts or summaries of other studies are included in each section of the book. The sections cover comparative characteristics of entrepreneurs, career paths and education, networking and mentors, entrepreneurial strategies, venture financing, special startup factors, support programs, incubators, success profiles, entrepreneurial environments, high technology, and corporate venturing.

317. Sexton, Donald L., and Raymond W. Smilor (eds.). The Art and Science of Entrepreneurship. Cambridge, MA: Ballinger Publishing Co., 1986.

This book contains papers presented at a conference on entrepreneurship in February 1985, sponsored by the RGK Foundation, the University of Texas, and Baylor University. Entrepreneurship characteristics, risk and venture capital financing, high technology entrepreneurship, growth and entrepreneurship, and research and education are the topics addressed.

318. U.S. Small Business Administration. The State of Small Business: A Report of the President. 1986.

This edition discusses the current state of small businesses, small business financing, veterans in business, self-employment as small business, women-owned businesses, minority-owned businesses, changing characteristics of workers and size of business, and government procurement. Other topics include business formations and closures in 1985, small business earnings, composition of the small business sector, sources of small business financing and veteran assistance, characteristics and income of the self-employed, and growth and type of women-owned businesses.

319. U.S. Small Business Administration, Office of the Counsel for Advocacy. Catalog of Completed Research Studies. Springfield, VA: National Technical Information Service, Aug. 1986.

The advocacy counsel conducts and coordinates applied research in a variety of areas important to small businesses. The catalog lists over 200 Small Business Administration-contracted research studies between 1978 and 1986.

320. Thomas, Margaret G. Rural Economic Development: Annotated Bibliography of Selected Training and Technical Assistance Materials. Kansas City, MO: Midwest Research Institute, 1986.

This bibliography is unique in that it provides information on the source and cost of the materials as well as personal referrals for further information. Sections cover organization of community development efforts, community evaluation, economic analysis and impact evaluation, retention and expansion, new enterprise development, recruitment, capturing cash transfer payments, Main Street revitalization, historic preservation, government management, education and training, and periodicals.

1987

321. Honadle, Beth Walter, and J. Norman Reid. National Rural Entrepreneurship Symposium, Knoxville TN, February 10-12, 1987. SRDC series No. 97. Southern Rural Development Center, Aug. 1987.

This book contains the formal presentations of the 18 speakers at the conference and summarizes some of the conference's discussions and working sessions. The book represents a summary of the state of knowledge on the practice of rural entrepreneurship. Topics covered are who and what are entrepreneurs; responding to rural entrepreneurship needs; case examples of rural entrepreneurship; entrepreneurship and the community; needs of individual entrepreneurs; and directions for research, education, and policy.

1988

322. Ekstrom, Brenda L., and F. Larry Leistritz. Rural Community Decline and Revitalization. New York: Garland, 1988.

This annotated bibliography includes 225 citations covering the economic, demographic, social, and psychological effects of decline in rural areas, and 455 citations on economic revitalization.

Periodicals

323. Capsules.

Published by the Southern Rural Development Center, Box 5406, Mississippi State University, Starkville, MS 39762.

324. Community Development Digest.

Issued semimonthly by C.D. Publications, 100 Summit Building, 8555 16th Street, Silver Spring, MD 20910. This is a private independent publication, available by subscription only.

325. Economic Development Briefs.

Quarterly publication available from: National Alliance of Business, 1015 15th St., NW., Washington, DC 20005.

326. Extension Review.

Ed. Patricia Calvert. Published by the U.S. Department of Agriculture (USDA) Extension Service, Information and Communications Staff, Room 3428-S., South Building, Washington, DC 20250, (202) 447-4651.

327. Extension Service Update: Community and Rural Development.

Published by the USDA Extension Service, Natural Resources and Rural Development Division, Room 3907-S., South Building, Washington, DC 20250.

328. In Business.

This magazine is "for the independent, innovative individual" and is published bimonthly. It can be ordered from Box 323, 18 South Seventh Street Emmaus, PA 18049, (215) 967-4135.

329. Inc.

This bimonthly magazine says it is "the magazine for growing companies." Order it from P.O. Box 2538, Boulder, CO 80322.

330. *Journal of Business Venturing*.

This journal is published in cooperation with the Snider Entrepreneurial Center of the University of Pennsylvania and the Center for Entrepreneurial Studies of New York University. For information, contact Ian C. MacMillan, Editor, Snider Entrepreneurial Center, University of Pennsylvania, Philadelphia, PA 19104-6374.

331. *Rural Development Perspectives*.

Ed. Sara Mills Mazie. Published by the USDA Economic Research Service, ERS-ARED, Room 434, 1301 New York Ave., NW., Washington, DC 20005-4788.

332. *Rural Enterprise*.

Ed. Karl F. Ohm. Published quarterly and is available from P.O. Box 878, Menomonee Falls, WI 53051, (414) 255-0100.

333. *The Entrepreneurial Economy*.

Published monthly by the Corporation for Enterprise Development, 2420 K St., NW., Washington, DC 20037.

334. *Venture*.

This magazine says it is "for entrepreneurial business owners and investors." Subscriptions are available from P.O. Box 3108, Harlan, IA 51593-2042.

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335. Bassand, M., and others (eds.). *Self-Reliant Development in Europe*. Aldershot, England: Gower, 1986.

336. Brophy, D.J. *Finance, Entrepreneurship, and Economic Development*. Ann Arbor, MI: University of Michigan, Institute of Science and Technology, Industrial Development Division, 1974.

337. Coffey, William J., and Mario Polèse. "Local Development: Conceptual Bases and Policy Implications," *Regional Studies*, Vol. 19, No. 2, Apr. 1985, pp. 85-93.

338. Cooper, Arnold C. "Spin-offs and Technical Entrepreneurship," *IEEE Transactions on Engineering Management*, Vol. EM-18, 1971, pp. 2-6.

339. ____________. "Technical Entrepreneurship: What Do We Know?" *R & D Management*, Vol. 3, Feb. 1973, pp. 59-64.

340. ____________. "Incubator Organizations and Other Influences on Entrepreneurship," *Entrepreneurship and Enterprise Development*. Eds. J.W. Schreier and others. Milwaukee: Center for Venture Management, 1975, pp. 529-32.

341. ____________. "The Role of Incubators in the Founding of Growth-Oriented Firms," *Journal of Business Venturing*, Vol. 1, 1985, pp. 75-86.

342. Draheim, K.P. "Factors Influencing the Rate of Formation of Technical Companies," Technical Entrepreneurship: A Symposium. Eds. A.C. Cooper and J.L. Komives. Milwaukee: Center for Venture Management, 1972, pp. 3-27.

343. Garvin, D.A. "Spin-offs and the New Firm Formation Process," California Management Review, Vol. 25, No. 2, 1983, pp. 3-20.

344. Gruenstein, J.M.L. "Targeting High Tech in the Delaware Valley," Business Review, Federal Reserve Bank of Philadelphia, May-June 1984, pp. 3-14.

345. Hoffman, C. "The Role of the Commercial Loan Officer in the Formation and Growth of New and Young Technical Companies," Technical Entrepreneurship: A Symposium. Eds. A.C. Cooper and J.L. Komives. Milwaukee: Center for Venture Management, 1972, pp. 165-88.

346. Johnson, Peter. New Firms: An Economic Perspective. Boston: Allen and Unwin, 1986.

347. Keeble, D., and E. Wever (eds.). New Firms and Regional Development in Europe. London: Croom Helm, 1986.

348. Malecki, Edward J. "Science, Technology, and Regional Economic Development: Review and Prospects," Research Policy, Vol. 10, 1981, pp. 312-34.

349. ___________. "The R & D Location Decision of the Firm and 'Creative' Regions--A Survey," Technovation, Vol. 6, 1987, pp. 205-22.

350. Miller, R., and M. Cote. "Growing the Next Silicon Valley," Harvard Business Review, Vol. 63, No. 4, 1985, pp. 114-23.

351. Oakey, R.P. High Technology Small Firms. New York: St. Martin's Press, 1984.

352. Pennings, J.M. "The Urban Quality of Life and Entrepreneurship," Academy of Management Journal, Vol. 25, No. 1, 1982, pp. 63-79.

353. Shapero, Albert. "The Process of Technical Company Formation in a Local Area," Technical Entrepreneurship: A Symposium. Eds. A.C. Cooper and J.L. Komives. Milwaukee: Center for Venture Management, 1972, pp. 63-95.

354. ___________. "Entrepreneurship and Economic Development," Entrepreneurship and Enterprise Development. Eds. J.W. Schreier, and others. Milwaukee: Center for Venture Management, 1975, pp. 633-54.

355. ___________, and others. The Role of the Financial Community in the Formation, Growth, and Effectiveness of Technical Companies: The Attitude of Commercial Loan Officers. Austin, TX: Multi-Disciplinary Research, Inc., 1969.

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the West," *Journal of the Community Development Society*, Vol. 19, No. 1, 1988, pp. 21-36.

357. Storey, David J. *Small Firms in Regional Economic Development*. New York: Cambridge University Press, 1985.

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359. Thomas, Morgan D. "Schumpeterian Perspectives on Entrepreneurship in Economic Development: A Commentary." *Geoforum*, Vol. 18, No. 2, 1987, pp. 173-86.

360. Thompson, W.R. "The Urban Development Process," *Small Towns in Transition: The Dynamics of Growth and Decline*. Ed. H.J. Bryce. Cambridge, MA: Ballinger Publishing Co., 1977, pp. 95-112.

Appendix I--Author Index

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